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# USAID AGRO HORIZON PROJECT

YEAR 3 ANNUAL REPORT

OCTOBER 1, 2016 – SEPTEMBER 30, 2017

**October 31, 2017**

This publication was produced for review by the United States Agency for International Development. It was prepared by ACIDI/VOCA.

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OCTOBER 1, 2016 – SEPTEMBER 30, 2017

CONTRACT NUMBER: AID-176-C-14-00002

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## EXECUTIVE SUMMARY

Fiscal Year 2017 had been a very successful year for the Agro Horizon Project as it went full swing in mobilizing private capital to develop the agriculture sector in South Kyrgyzstan and Naryn Oblast. Major successes are as follows:

- Leveraged commitment over \$27 million in private sector capital from 49 partnerships formed in FY 17
- \$3,576,929 or 121% of target new private sector capital investment in agriculture achieved and led to establishment of 23,366 cubic meters of new storage for fruits, vegetables, oil crops and meat products and installation of additional processing capacity of 40,983 metric tons per annum in the Osh, Batken, Jalal-Abad and Naryn Oblasts.
- 386 FTE jobs generated, which is 153% of target
- Farmer sales increased by \$3,481,645 or 107% of FY17 target, and enterprise sales increased by over \$4.2 million.
- Project partnership with banks and private sector companies led to disbursement of \$4.8 million of financing, 413% of target
- HACCP system mainstreamed in partners' facilities and operations

Most partners are still completing the upgrading of their facilities. Majority will be fully operational by end of this year, which is the winter season. This means that they already missed the 2017 cropping season. The impact of these partnerships will be fully felt once these partners go into full operation in 2018.

The experience of FY17, showed that availability of competitively priced raw materials from the south may pose a constraint to the optimization of the new and upgraded facilities. The Project should focus on increase and expansion of raw materials production in FY18. However, to ensure success of the partners' businesses and optimization of USAID investment, the Project should not limit the raw material production expansion to its ZOI due to limited capacity of farms as they are more fragmented in the south compared to the north. Hence, while focus is in the south, support to commercial producers from Oblasts outside of the Zone of Influence will have to be seriously considered.

## AGRO HORIZON PROJECT LEVEL INDICATOR SUMMARY OF ACCOMPLISHMENT VERSUS TARGETS

#	Indicators*	FY17 Target	FY17 Achieved	% Achieved	Explanation for variances >10% between actual and target
3	# HHs benefiting	35,029	31,840	91%	on target
4	# individuals trained	29,871	30,187	101%	on target
5	# of enterprises receiving USG assistance	74	196	265%	Working with farmer groups was key to reaching scale quickly especially in safflower production, this was not anticipated during planning
6	# of farmers and others who have applied improved technologies **	19,282	8,678	45%	Facilities upgrading is not yet completed hence less farmers accessing these yet
7	Jobs generated, FTE	252	386	153%	Construction of facilities and seasonal work on production and processing generated close to 130 jobs that were not anticipated
8	Capital investments, USD	2,967,000	3,576,929	121%	Selection of strong partners with resources generated higher investment
9	Leverage contribution, USD		10,794,240	n/a	Not planned, but tracked to capture private sector capital that was mobilized
10	Gross Margin		-	TBD	Preliminary study done; extensive study to be done in FY18Q2 when all agricultural produce from the farm level has been sold.
11	Sales at farm level, USD***	3,238,995	3,481,645	107%	on target
12	Sales at enterprise level, USD	8,351,191	4,212,011	50%	facilities upgrading is not yet completed, sales to ramp up in 2018
13	Organizational capacity of assisted organization	no target	9.8 score improvement	66% over baseline	already 825% of LOP target; overachieved due to significant resources allotted to STTA for HICD of SME partners
14	Total increase in installed storage capacity (m3)	6,233	23,366	375%	Private sector interest to invest on this shows that there is big need for this
15	# of MSMEs and farmers accessing loans	9,625	7,159	74%	less farmers interested in getting loans
16	Value of financing accessed by MSMEs and farmers	1,165,750	4,816,261	413%	Partnership with Agro Horizon, facilitated access to loans for SMEs, partnership with banks improved access to finance by farmers
17	# of PPP formed	55	49	89%	No private sector interest in plums and berries, and some partnerships were terminated for various reasons
WP #10	Volume of raw material procured (MT/annum)	21,324	9,780	46%	Facilities upgrading is not yet completed, procurement to ramp up in 2018, also insufficient supply in the ZOI
WP #14	Increase in installed processing capacity (MT/annum)	14,664	40,983	279%	Private sector interest to invest on this shows that there is big need for this

\* Full indicator titles can be found in Annex 3

\*\* Data for this indicator is from the partners' reports

\*\*\* The sales at farm level is based on partners' report of their procurement from the farms

#### Additional successes

- Established big market for oil crops through a strong private sector partner, Atalyk; opening big opportunity for farmers in the south.
- Safflower production reached scale in first year of partnership cultivating 1,370 ha of rainfed mostly previously unused land.
- Atalyk carried out varietal testing of garlic, safflower, soybean, and rape seed, and will register best varieties and establish seed multiplication system to support expanded commercial production of these crops.
- Partnership with Adal Azyk (Toyboss) established the first internationally-compliant slaughterhouse in Kochkor village in Naryn oblast, second of only two in the entire country that is HACCP compliant and employs a system of animal traceability per international standards.
- Successfully piloted winter milk production techniques including changing the calving cycle and using special feed rations with 150 farmers in Gairat village near Osh. Gairat farmer cows produced over 16 liters of milk per day and earned profits of 586 USD compared to 8 liters/day and 275 USD profits for 8-month duration over summer by other farmers.
- Supported peach farmers increase their yields by 2.7MT, higher by 1.2MT compared to non-clients of Agro Horizon's partner service provider.
- Cherry yields were higher by 117kg/ha among client farmers of the Project's partner service provider compared to non-client farmers despite rainy conditions and low temperature.
- FDI's were generated, paving for the establishment of two Tajik-Kyrgyz joint ventures that will now allow dried fruits to be processed, packaged and sold directly to export markets instead of exported to Tajikistan for further processing as has been the case before.
- Five partners, Concept Master, Agro Elita, EUM, At Bashy Sut and Farmers Organic Garden delivered products worth \$780,257 to buyers in Kazakhstan, Russia and China resulting from B2B events held in August 2016.
- All partner renovations and upgrades are HACCP compliant.
- Three partnerships will deliver innovative financial products to farmers in the rural areas. The partnership with KICB Bank expands access to financing using mobile financial services, including modern money transfer methods, acceptance and payment for services and simplifying ways of receiving and repaying loans using the ELSOM e-wallet. ELSOM is a virtual system that makes payments, deposits, transfers and withdrawals of money in an electronic way. The other two partnerships with Bai Tushum Bank and the First Microcredit Company (FMCC) will expand use of mobile payments systems such as ELSOM and Mobilnik.kg.
- 15 SMEs supported to improve their capacity to manage and grow their businesses, achieving an 83% score improvement from baseline, which is already 825% of LOP target.

#### **CHANGES IN THE YEAR 3 & 4 WORK PLAN**

See **Annex 1** for details on FY17 & 18 work plan changes submitted through quarterly reports (Q1, Q2, and Q3) and approved by USAID. USAID approved an updated work plan for FY18 on August 29, 2017.

## TASK I INCREASE PRODUCTIVITY OF AGRICULTURAL PRODUCERS AND LINK THEM TO MARKETS

### TASK LEVEL INDICATORS SUMMARY

Indicators	FY 17 Target	FY17 Actual	% Achieved	Variance Explanation +/- 10%
# households benefiting	19,854	14,647	74%	Not achieved because work on berries (1000 HH) and plums (3000 HH) cancelled due to lack of interest from private sector.
# individuals trained	11,135	12,308	111%	Slightly more individuals trained than planned mainly because of additional, unplanned field days to promote safflower cultivation and fruit tree services.
# of enterprises receiving USG assistance	40	173	433%	Includes farmer groups and clusters that were not planned, especially on safflower growing.
# farmers and others applied improved tech or mgmt	19,006	8,183	43%	Variance because work on berries (1000 HH) and plums (3000 HH) cancelled due to lack of interest from private sector; also, less farmers from Atalyk, Toyboss and tree care service providers.
# jobs attributed	153	140	91%	On target.
Value of new private sector capital investment (US\$)	2,023,000	1,612,057	80%	Underachievement due to Atalyk still completing facility including laboratory, still expecting \$250,000 capital investment from Atalyk; also, no private sector interest to invest in berry and prune production and processing.
Value of private sector leverage contribution (US\$)	-	2,595,925	-	No target for <i>leverage contribution</i> in the workplan, but tracked to capture the amount of resources the project is leveraging from the private sector.
Value of incremental sales (farm-level) (US\$)	2,887,161	995,998	34%	<ul style="list-style-type: none"> <li>- Variance due to low apricot and cherry yield, late start of slaughterhouse, loss of garlic crop; also, safflower sales will only start in October and apples will be harvested and sold only in October through November. Both apples and safflower sales are included in the target.</li> <li>- An extensive survey will be carried out between January and March 2018 for a more conclusive picture of sales of beneficiary farmers from the 2017 season.</li> </ul>
Value of incremental sales (enterprise-level) (US\$)	4,465,662	490,916	11%	<ul style="list-style-type: none"> <li>-Variance due to cancellation of work on plums and berries, late start of Toyboss slaughterhouse low volume of supply of apricot and cherry, loss of garlic crop; also, safflower will only be processed and sold starting October and apples will be harvested and sold by partners in October and onwards. Both apples and safflower sales included in target.</li> <li>- Additionally, construction of processing facilities took longer than expected.</li> </ul>
Total increase in installed storage capacity (m3)	4,032	4,300	107%	When preparing the work plan, Atalyk's grant concept was still under preparation and required installed storage capacity not yet determined and therefore not fully included in work plan.
# of MSMEs and farmers accessing loans	9,578	4,437	46%	Variance because work on berries (1000 HH) and plums (3000 HH) cancelled due to lack of interest from private sector. And, less farmers interest in accessing loans.
Value of financing accessed by MSMEs and farmers (US\$)	476,750	404,776	85%	Underachieved due to cancellation of work on berries and plums.
# of PPP formed	29	26	90%	Variance is due to lack of private sector interest in berry and plum production and processing.



Indicators	FY 17 Target	FY17 Actual	% Achieved	Variance Explanation +/- 10%
Increase in raw materials procured (MT)	18,165	1,119	6%	- Variance due to cancellation of berry value chain (900 MT), less partnerships than planned in livestock feed (6200 MT) because no private sector interest, and delays in Oasis Agro grant implementation (5400 MT). - Further, Adal Azyk devoted first year to facilities construction and installation of equipment and started operations only in July (1000 MT), and Atalyk will purchase safflower from farmers mainly in October and November (1500 MT).
Increase in installed processing capacity (MT/per annum)	12,373	2,880	23%	Underachieved due to problems with changes (stricter) in visa requirements of China and KR; inspection of the equipment in China by Atalyk was delayed and arrival of experts who will install the equipment was also delayed and expected to happen in October. The capacity of the oil mill is approximately 15,000 metric tons per annum.

### SUBTASK 1.1 IMPROVE PRODUCTIVITY OF LIVESTOCK INCLUDING FEED, WINTER MILK, AND MEAT AND MEAT PRODUCTS

Partner	Indicator	FY 17 Target	FY18 Actual	% Achieved	Key Accomplishments and Main Issues
TES Center	# of HHs benefiting	500	566	113%	<ul style="list-style-type: none"> <li>- 200 farmers planted soybean on 100 ha under a delivery contract with Oasis Agro. 43 farmers planted 8 ha of fodder beet for use as winter feed for dairy cows. Both crops will be harvested in October, which explains the variance in sales and raw material procured.</li> <li>- Not all 150 trained farmers planted fodder beet which is the cause of the variance in farmers applying improved technologies and in farmers accessing loans.</li> <li>- The target of 240 MT was achieved through delivery to Osh Dairy and other processors.</li> <li>- The additional 176 HH benefitting and individuals trained participated in field days.</li> <li>- Production cost for supported farmers is approximately 13 KGS/l, 28% lower than non-supported farmers.</li> <li>- Supported farmers earned on average 440 USD additional profit in 6 winter months.</li> <li>- Learning farm was established to demonstrate and provide training in good livestock keeping practices and production of maize silage.</li> </ul>
	# individuals trained	500	644	129%	
	# of enterprises and farmer groups receiving USG assistance	5	1	20%	
	# of farmers and others who applied improved technologies	500	393	79%	
	Jobs generated, FTE	5	5	100%	
	Capital investments (USD)				
	Leverage contribution (USD)				
	Incremental sales at farm level (USD)	108,000	84,152	78%	
	Incremental sales at enterprise level (USD)				
	# of MSMEs and farmers accessing loans	500	400	80%	
	Value of financing accessed by MSMEs and farmers (US\$)	45,650	64,872	142%	
Oasis Agro	Increase in raw material procured (MT)	440	241	55%	<ul style="list-style-type: none"> <li>- Grant agreement with Oasis Agro modified in May and again at the end of September: focus changed to feed for meat production, reduced feed laboratory costs, less direct work with farmers, no dairy processing. The changes in direction of the partner caused underachievement in processing capacity, number of jobs, HH benefitting and incremental sales at firm level.</li> <li>- 14 MT of soybean seeds provided to 70 farmers and planted on 190 ha. Soybean harvest will be in October. The target for incremental sales at farm level included soybean sales, thus the variance with accomplishment.</li> </ul>
	# of HHs benefiting	550	274	50%	
	# individuals trained	220	209	95%	
	# of enterprises and farmer groups receiving USG assistance	2	1	50%	
	# of farmers and others who have applied improved technologies	200	200	100%	
	Jobs generated, FTE	10	6	60%	
	Capital investments (USD)				

Partner	Indicator	FY 17 Target	FY18 Actual	% Achieved	Key Accomplishments and Main Issues
	Leverage contribution (USD)				<ul style="list-style-type: none"> <li>- 550 kg alfalfa seed distributed and planted on 217 ha of land.</li> <li>- 57 beef farmers and veterinarians trained on animal fattening.</li> <li>- 85 farmers mobilized for winter milk production in 2017/18 winter. 75 cows artificially inseminated and ear tagged.</li> <li>- Storage bins installed.</li> <li>- Feed mill will be procured as soon as NXP approval is received from USAID.</li> <li>- Feed laboratory premises renovated, equipment including a NIR spectrometer installed and testing started with soybeans.</li> </ul>
	Incremental sales at farm level (USD)	69,420	0	0%	
	Incremental sales at enterprise level (USD)				
	Increase in installed storage capacity (m3)	500	500	100%	
	# of MSMEs and farmers accessing loans	250	177	71%	
	Value of financing accessed by MSMEs and farmers (USD)	-	23,062	-	
	Increase in raw material procured (MT)	-	69	-	
	Increase in installed processing capacity (MT/per annum)	7,800	0	0%	
Adal Azyk	# of HHs benefiting	900	830	92%	<ul style="list-style-type: none"> <li>- Construction and installation of slaughterhouse completed and slaughtering line launched at end of June; 5- month delay and lower price offering of Toyboss affected achievement of leverage contribution, sales, raw material procured and applied improved technology indicators. AHOP is working with Toyboss and farmer leaders to address issue of price.</li> <li>- 337 animals slaughtered from July-September.</li> <li>- Feedlot (pre-slaughtering stable) for 150 animals constructed.</li> <li>- 15 people hired for slaughterhouse; three women and five youth below 30 years of age. Overachievement in jobs generated is due to temporary jobs during construction, which were not included during planning.</li> <li>- Overachievement in processing capacity is a result of the partner's change of plans.</li> <li>- 753 farmers and potential consolidators (8% women) participated in trainings on the company's conditions and technical requirements for delivery, not anticipated during planning.</li> <li>- Difficulties were experienced in establishing a stable supply of animals because delivery of traceable animals not functioning well; few farmers willing to sell to the slaughterhouse due to lower prices than local market.</li> </ul>
	# individuals trained	180	743	413%	
	# of enterprises and farmer groups receiving USG assistance	1	1	100%	
	# of farmers and others who have applied improved technologies	900	95	11%	
	Jobs generated, FTE	9	15	167%	
	Capital investments (USD)				
	Leverage contribution (USD)				
	Incremental sales at farm level (USD)	3,375,000	179,750	5%	
	Incremental sales at enterprise level (USD)				
	Increase in installed storage capacity (m3)	350	350	100%	
	Increase in raw material procured (MT)	1,100	353	32%	
	Increase in installed processing capacity (MT/per annum)	1,100	2,640	240%	

## SUBTASK 1.2 IMPROVE PRODUCTIVITY OF FRUIT FARMING

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Nookat Altyn Almasy	# of HHs benefiting	1500	1,550	103%	<ul style="list-style-type: none"> <li>- NAA sprayed 101,640 fruit trees of 1487 farmers (4 x spraying on average). These were almost twice as many trees as planned, resulting in leverage contribution and incremental sales at enterprise level higher than planned.</li> <li>- Partner arranged fertilization of orchards with 14 MT of diamphosphoska – an innovative combi-fertilizer for Kyrgyzstan– on 70 ha (23,000 trees).</li> <li>- 11 field days conducted to demonstrate benefits of orchard services.</li> <li>- Positive effect of services visible. As harvesting will take place in October only, quantitative data are not yet available.</li> </ul>
	# individuals trained	-	282	-	
	# of enterprises and farmer groups receiving USG assistance	1	1	100%	
	# of farmers and others who have applied improved technologies	1,500	1,487	99%	
	Jobs generated, FTE	30	25	83%	
	Capital investments (USD)				
	Leverage contribution (USD)				

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
	Incremental sales at farm level (USD)	874,000	0	0%	<ul style="list-style-type: none"> <li>- Variance in number of FTE jobs because 60 tree workers were planned, but 50 workers were found sufficient to provide all services.</li> <li>- Apples are harvested in October only. Therefore, sales at farmer level target not yet achieved.</li> </ul>
	Incremental sales at enterprise level (USD)				
Krasnyi Vostok	1. # of HHs benefiting	1,500	1450	97%	<ul style="list-style-type: none"> <li>- 90,500 fruit trees sprayed; 8 field days conducted in peach, cherry and apple orchards.</li> <li>- Median cherry salable yield was around 1.6 tons/ha. Majority of farmers had 2 or even 3 times lower yields than in good years due to rainy weather with low temperature during blossoming resulting in weak pollination.</li> <li>- Despite overall low yields, KV clients saved 117 kg/ha of cherries valued at \$232/ha from being lost due to use of improved practices.</li> <li>- Average peach yield of KV clients was 7.5 MT/ha, 2.7 MT more than in 2016. Surveyed non-client farmers also had better yields in the current year, but their increase was only 1.5 MT and their 2017 yield was only 3.8 MT/ha. KV clients also got better price because fruit quality was better. KV farmer-clients earned an estimated incremental income of \$888/ha.</li> <li>- Some farmer groups in Maidan area disbanded due to local people's distrust, a holdover against gold mining in their village and suspecting hidden efforts by gold mine promoters. This reduced the client number by around 250 farmers. A similar number of farmers stopped receiving services after first spraying. This explains underachievement of targets in indicators 4 and 9.</li> <li>- Apples are yet to be harvested. This and a low cherry yield cause the variance in sales at farm level.</li> <li>- Variance in number of FTE jobs because at time of planning the assumption was 50% occupation for each of the 60 tree service worker, while in reality it is only 38% and less service clients than planned.</li> </ul>
	2. # individuals trained	-	328	-	
	3. # of enterprises and farmer groups receiving USG assistance	1	1	100%	
	4. # of farmers and others who have applied improved technologies	1,500	1,007	67%	
	5. Jobs generated, FTE	30	23	77%	
	6. Capital investments (USD)				
	7. Leverage contribution (USD)				
	8. Incremental sales at farm level (USD)	681,732	161,053	24%	
	9. Incremental sales at enterprise level (USD)				
Jash Ka (Batken Agro Service)	1. # of HHs benefiting	3,000	1,330	44%	<ul style="list-style-type: none"> <li>- Partner's fruit tree service business suffered because of adverse weather conditions (cold temperature, strong rains and wind).</li> <li>- Spraying services provided for 52,249 apricot trees on 435 ha. Targets for client numbers and trees/area covered not achieved due to: <ul style="list-style-type: none"> <li>- In the first round of spraying for 1022 farmers, many of the client farmers requested services for only a small number of test trees.</li> <li>- Towards end of April, it was clear that apricot harvest in most areas in Batken would be low (inadequate pollination due to low temperature and rain during flowering). Farmers were not willing to invest further in tree care and only few farmers requested the second and third spraying.</li> </ul> </li> <li>- Low yield is the cause of not achieving any incremental sales at farm level.</li> <li>- Business plan anticipated a deficit of USD 36,000 in the first year, but actual deficit nearly USD 69,000: <ul style="list-style-type: none"> <li>- Only 29% (52,250) of 180,000 target trees were served (see above for causes)</li> <li>- After pre-season information meetings, BAS reduced service prices from 35 KGS per spraying per tree to 22 KGS, but could not reduce the rates agreed with the tree workers. This reduced the margin on the services to 4 KGS per tree.</li> </ul> </li> <li>- The low number of client farmers resulted in underachievement in leverage contribution and sales at enterprise level.</li> </ul>
	2. # individuals trained	-	0	-	
	3. # of enterprises receiving USG assistance	1	1	100%	
	4. # of farmers and others who have applied improved technologies	3000	1,345	45%	
	5. Jobs generated, FTE	22	22	100%	
	6. Capital investments (USD)				
	7. Leverage contribution (USD)				
	8. Sales at farm level (USD)	1,682,000	0	0%	
	9. Sales at enterprise level (USD)				

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
					<ul style="list-style-type: none"> <li>- The partner opened a sales office in a central location of town and invested in a tractor-drawn sprayer and additional agro-chemicals beyond the obligations of its own contributions.</li> <li>- Despite problems faced in current year, partner is keen to continue his business; in FY18 the project will provide technical assistance to develop a business strategy and improve business processes to achieve economic viability.</li> </ul>

### SUBTASK 1.3 SUPPORT TO SAFFLOWER, OTHER EDIBLE OIL CROPS AND GARLIC

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Atalyk	1. # of HHs benefiting	5,200	2,504	48%	<ul style="list-style-type: none"> <li>- 20.3 t of garlic seed cloves purchased from Issyk Kul and provided to 203 farmers as in-kind loan and sown on 20 ha.</li> <li>- Over 70% of garlic crop lost. Farmers received garlic cultivation advice early in the season, but no extension support during the growing season. Nematodes discovered late and incorrectly treated.</li> <li>- Installed garlic cleaning, sorting and grading line imported from Spain.</li> <li>- Atalyk agreed that farmers do not need to pay back seed costs due to crop loss, and offered Atalyk seed garlic as in-kind loan for the 2017-18 season</li> <li>- Atalyk bought and processed 21 MT of garlic from non-supported farmers; part of this will be provided as seed to outgrower farmers for 2018 season, and remainder will be sold in local market.</li> <li>- Partner carried out varietal testing and will register good varieties with Kyrgyz authorities and establish a local seed multiplication scheme.</li> <li>- For 2017-18 garlic season, the Project contracted TES Centre and RAS Jalalabad to provide extension support to ensure that farmers apply key practices correctly.</li> <li>- Safflower was commercially produced for the first time in Kyrgyzstan on 1370 ha. Atalyk provided 34.5 t of safflower seeds to farmers.</li> <li>- Indicator 3 is overachieved because it was not foreseen that Atalyk would work in cluster with producer organizations.</li> <li>- The lower number of safflower farmers and the late start of Atalyk MTS and farm stores are the cause of the variance in targets 1, 4, 10 and 11.</li> <li>- 1100 ha of safflower harvested; on remaining 270 ha the production was so low it was not worth harvesting.</li> <li>- Oil processing equipment imported and 80% installed. Oil production to start December 2017 resulting in variance in sales at enterprise level and capital investment because equipment is not yet installed.</li> <li>- Underachieve target on value of financing due to less number of safflower farmers.</li> <li>- Variance in raw material procured and leverage contribution is due to Atalyk will start buying safflower only in October.</li> <li>- 8 safflower field days to attract farmers for 2018 were conducted; 1016 participants.</li> </ul>
	2. # individuals trained	-	862	-	
	3. # of enterprises and farmer groups receiving USG assistance	1	108	10800%	
	4. # of farmers and others who have applied improved technologies	5,200	1,574	30%	
	5. Jobs generated, FTE	20	25	125%	
	6. Capital investments (USD)				
	7. Leverage contribution (USD)				
	8. Incremental sales at farm level (USD)	828,000	36,305	4%	
	9. Incremental sales at enterprise level (USD)				
	10. # of MSMEs and farmers accessing loans	3,200	1574	49%	
	11. Value of financing accessed by MSMEs and farmers (US\$)	173,000	148,038	86%	
	12. Increase in raw material procured (MT)	2,100	76	4%	

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
					- To ensure a good yield and early detection of issues, extension support will be provided next season including the use of WhatsApp as an outreach tool.

#### SUBTASK 1.4 IMPROVING PRODUCTIVITY OF VEGETABLES

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Family green-houses	# of HHs benefiting	15	15	100%	<ul style="list-style-type: none"> <li>- Establishment of 15 greenhouses completed, and vegetables (cucumbers and tomatoes) planted.</li> <li>- Underachievement in individuals trained is due to delay in construction of greenhouses related to the long winter in Osh and Naryn. Additionally, there was an earthquake in Chong Alai (Osh) affected beneficiaries prioritized construction of their dwellings.</li> <li>- Harvesting started in September and is expected to continue through November hence data on incremental sales at farm level is incomplete.</li> <li>- Targets for indicators on application of improved technologies and jobs generated were erroneously set too high. These indicator targets have been corrected in the work plan for FY18 to be realistic.</li> </ul>
	# individuals trained	105	55	52%	
	# of enterprises and farmer groups receiving USG assistance	15	15	100%	
	# of farmers and others who have applied improved technologies	105	30	29%	
	Jobs generated, FTE	87	6	7%	
	Capital investments (USD)				
	Leverage contribution (USD)				
	Incremental sales at farm level (USD)				
Concept Master (CM)	# of HHs benefiting	150	115	77%	<ul style="list-style-type: none"> <li>- 30 farmers received tomato seeds from CM and planted them on 22 ha of land; 150 farmers got practical on-farm coaching and through a WhatsApp group, and provided with machinery services.</li> <li>- Partner purchased tractor attached machinery (disc cultivator, common cultivator, sprayer), backpack sprayers, a manual sowing machine for direct sowing of tomatoes, and 1800 collection boxes for transport of tomatoes.</li> <li>- Underachievement in raw material procurement is because of initial problems with product quality, low capacity of raw material bunker, and temporary shortage of cash for raw material purchase. When all issues were solved, the market price had increased and farmers preferred to sell on fresh market. This impacted leverage contribution and incremental sales at enterprise level.</li> <li>- Farmers supported by Concept Master mostly got good yields – an estimated 5 MTs more than common farmers. Together with high market prices, this accounts for the overachievement in incremental sales at farm level.</li> <li>- Partner originally planned to provide input support to 100 farmers with small plots and then changed to 30 farmers with slightly larger tomato plots to increase efficiency.</li> <li>- Underachievement in capital investment because partner has not constructed input store yet.</li> </ul>
	# individuals trained	-	1	-	
	# of enterprises receiving USG assistance	1	1	100%	
	# of farmers and others who have applied improved technologies	-	150	-	
	Jobs generated, FTE	3	3	100%	
	Capital investments (USD)				
	Leverage contribution (USD)				
	Incremental sales at farm level (USD)	41,750	65,377	157%	
	Incremental sales at enterprise level (USD)				
	# of MSMEs and farmers accessing loans	100	30	30%	
	Value of financing accessed by MSMEs and farmers (USD)	6,000	6,000	100%	
	Increase in raw material procured (MT)	800	380	48%	
Subcontract RAS Jalal-	# of HHs benefiting	250	241	96%	- RAS JA sub-contracted to provide extension support to tomato and cucumber farmers and facilitate supply of their produce to Abdumalik Ata.
	# individuals trained	250	247	99%	
	# of enterprises receiving USG assistance	-	23	-	

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
	# of farmers and others who have applied improved technologies	200	253	127%	<ul style="list-style-type: none"> <li>- 40% of farmers got tomato and cucumber seed from RAS Jalalabad's partner cooperative, Agro Onoktosh, as partial in-kind loan valued at 223,100 KGS (approx. 3233 USD).</li> <li>- RAS JA invested in 200 collection boxes for produce delivery of farmers.</li> <li>- Supply targets of 220 MT tomatoes and cucumbers to the partner not achieved because partner's equipment was not installed in time when prices were low. When the partner was ready to buy, fresh market price was so high that farmers chose to sell to the fresh market.</li> <li>- Participating farmers harvested around 800 MT tomatoes and 120 MT cucumbers and sold them on fresh market.</li> <li>- Yields of over 40 MT/ha for tomatoes and up to 30 MT for cucumbers (compared to 30 MT and 22 MT with common farmer practices) estimated resulting in good profits because market prices were high hence the higher than anticipated incremental sales at farm level.</li> </ul>
	Jobs generated, FTE	-	-	-	
	Capital investments (USD)				
	Leverage contribution (USD)				
	Incremental sales at farm level (USD)	35,625	72,594	204%	
	# of MSMEs and farmers accessing loans	-	160	-	
	Value of financing accessed by MSMEs and farmers (USD)	-	5,797	-	
Subcontract: RAS Jalal-Abad (supply base development for FOG)	# of HHs benefiting	186	201	108%	<ul style="list-style-type: none"> <li>- RAS JA subcontracted to sign up farmers who already planted tomatoes, provide extension support and organize delivery of produce to partner processor Farmers Organic Garden.</li> <li>- 200 collection boxes purchased and provided to farmers.</li> <li>- Targets for farmers' delivery to partner buyer not achieved – 5 MT delivered instead of 250 MT as planned – because partner's equipment not in place at the time of mass harvest, when market price was low. When equipment was operational, market price was so high that farmers and processors could not agree on a suitable price.</li> <li>- Average yield estimate is around 35-36 MT/ha, which amounts to a total production of 700 MT.</li> <li>- This means that there is need for additional raw material supply base development for next season.</li> </ul>
	# individuals trained	186	204	110%	
	# of enterprises receiving USG assistance	-	17	-	
	# of farmers and others who have applied improved technologies	149	160	107%	
	Jobs generated, FTE	-	5	-	
	Capital investments (USD)				
	Leverage contribution (USD)				
	Incremental sales at farm level (USD)	43,000	46,380	108%	
	# of MSMEs and farmers accessing loans	-	9	-	
	Value of financing accessed by MSMEs and farmers (USD)	-	543	-	
Subcontract: Zoloto Doliny (supply base development for Abdurrahimov and FOG)	# of HHs benefiting	896	865	97%	<ul style="list-style-type: none"> <li>- Zoloto Doliny subcontracted to provide extension support to farmers who already planted tomatoes, potatoes and onions, and organize delivery of produce to partner enterprises Abdurrahimov and Farmers Organic Garden.</li> <li>- Coaching for early potato and tomato farmers was not planned. This explains the variance in individuals trained and applied improved technologies.</li> <li>- For early potato, no delivery agreement was reached with Abdurrahimov due to disagreement on pricing. Supported farmers sold their produce to other buyers at better prices.</li> <li>- Supported farmers in Nookan rayon delivered 70 MT of 2<sup>nd</sup> quality tomatoes to Concept Master, while FOG was not ready to purchase at the time of peak of harvest.</li> <li>- Supported farmers from Kyzyl Kiya sold 12.5 MT onions to Abdurrahimov.</li> <li>- Participating farmers achieved higher yields than anticipated and estimated incremental sales of around 350 USD from an average plot size of 0.7 ha accounting for the large variance in incremental sales at farm level.</li> </ul>
	# individuals trained	300	808	269%	
	# of enterprises receiving USG assistance	-	0	-	
	# of farmers and others who have applied improved technologies	717	898	125%	
	Sales at farm level (USD)	43,000	350,000	814%	
	# of MSMEs and farmers accessing loans	-	903	-	
	Value of financing accessed by MSMEs and farmers (USD)	-	12,731	-	



## SUBTASK 1.5

## IMPROVING ACCESS TO FARM INPUTS

Support to fruit nurseries towards supply of certified fruit seedlings

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Berekeluu Suu	# of HHs benefiting	100	110	110%	<ul style="list-style-type: none"> <li>- 5000 local raspberry seedlings and 600 apple rootstocks from Poland purchased and planted end April.</li> <li>- Problems with sourcing the desired types and varieties resulted in the purchase of only around 30% of planned planting materials. Remainder to be procured in FY18.</li> <li>- Two-wheeled tractor and fencing materials purchased to fence the newly established nursery.</li> <li>- Survival rate of all rootstocks was 47%, low rate is likely due to hot weather soon after planting.</li> <li>- Variance in leverage contribution and jobs is because less rootstocks and saplings need less inputs and less labor.</li> <li>- Only those who work in the mother garden and part of the trained people applied improved technologies hence the underachievement.</li> </ul>
	# individuals trained	-	30	-	
	# of enterprises receiving USG assistance	1	1	100%	
	# of farmers and others who have applied improved technologies	100	33	33%	
	Jobs generated, FTE	3	0.5	17%	
	Capital investments (USD)				
RAS Jalalabad	Leverage contribution (USD)				<ul style="list-style-type: none"> <li>- Partner purchased and planted 200 imported apple and cherry rootstocks, and procured a mini-tractor with attachments and fencing materials to fence the mother garden plot.</li> <li>- Problems with sourcing the desired types and varieties resulted in the purchase of only around 30% of the planned planting materials.</li> <li>- 10 seedlings survived, i.e., 5% survival rate of rootstocks; an expert assessment revealed late planting and possibly transport damage and hot temperature just after planting as causes.</li> <li>- Variance in leverage contribution and jobs is because less rootstocks means less need for inputs and labor.</li> <li>- Not all trained farmers applied the improved technologies.</li> </ul>
	# of HHs benefiting	30	63	210%	
	# individuals trained	-	22	-	
	# of enterprises receiving USG assistance	1	1	100%	
	# of farmers and others who have applied improved technologies	30	25	83%	
	Jobs generated, FTE	1	0.5	50%	
Top Agro Group	Capital investments (USD)				This partnership has been terminated due to inability of the partner to deliver.
	Leverage contribution (USD)				
	# of HHs benefiting	230	72	31%	
	# individuals trained	-	73	-	
	# of enterprises receiving USG assistance	1	1	100%	
	# of farmers and others who have applied improved technologies	230	44	19%	
	Jobs generated, FTE	10	0.5	5%	
	Capital investments (USD)	-	1,599	-	
	Leverage contribution (USD)				
	Increase in installed storage capacity (m3)				

Improve access to seed potatoes through seed fund

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Agro Credit Plus	# of HHs benefiting	-	31	No targets	<ul style="list-style-type: none"> <li>- 183 potato producers planted 183 MT of seed potatoes on 88 ha.</li> <li>- Total value of seed potatoes supplied through the seed fund is 104,167 USD, a 12% increase over the 92,244 USD at the start in 2016.</li> </ul>
	# of farmers and others who have applied improved technologies	-	31		
	Leverage contribution (USD)				

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
	# of MSMEs and farmers accessing loans	-	183		- 156 early potato producers in Aravan and Kara-Suu had an average yield of approx 20 MT/ha and sold for an average profit of approx 17 KGS/kilo. - 27 seed potato producers will harvest their crop in October.
	Value of financing accessed by MSMEs and farmers (US\$)	-	104,167		
Soyuz Konsultantov	# of HHs benefiting	-	39	No targets	- Partner imported 5 MT elite seed potatoes that were multiplied by 3 specialized farmers. - 57 farmers are growing ware potatoes. - 44 farmers harvested 30 MT/ha, sold at 20 KGS/kg. With production costs of 6-7 KGS/kg, this gives a profit of 5500-6000 USD/ha. The remainder will be harvested in October. - 5800 USD of seed fund provided to farmers for maize and vegetable seeds. - 24% (3944 USD) of seed fund money from 2016 beneficiaries not yet repaid. - Value of seeds provided through the seed fund reaches 125% of Agro Horizon’s share in the seed fund.
	# of farmers and others who have applied improved technologies	-	39		
	Leverage contribution (USD)				
	# of MSMEs and farmers accessing loans	-	60		
	Value of financing accessed by MSMEs and farmers (USD)	-	20,461		
Altyn Oroon	# of HHs benefiting	-	67	No targets	- 67 early and main season potato producers got seed potatoes. - 41 early potato producers got an average yield of 20 MT/ha and sold them at an average price of KGS 26 per kg. These farmers 100% repaid the seed fund. - 11 main season farmers got an average yield of 28 MT/ha. The remaining 16 farmers will harvest their crop in October.
	# of farmers and others who have applied improved technologies	-	67		
	Leverage contribution (USD)				
	# of MSMEs and farmers accessing loans	-	67		
	Value of financing accessed by MSMEs and farmers (USD)	-	11,870		
AKOK Kredit	# of HHs benefiting	-	74	No targets	- AKOK Kredit provided R2 seed potatoes obtained through the seed fund in 2016 to farmers for two years. Their repayment is due after harvest in Q1 2018. - In the current year, AKOK Kredit provided R2 potatoes to two specialized farmers for multiplication. They will return the R3 potatoes to the seed fund for provision to farmers in the next year.
	# of farmers and others who have applied improved technologies	-	2		
	Leverage contribution (USD)				
	# of MSMEs and farmers accessing loans	-	74		
	Value of financing accessed by MSMEs and farmers (USD)	-	4,599		
All seed funds	- Grant agreements were to close in February and March 2016, hence no targets were set. However, partnership was extended to allow for additional support to the partners to ensure readiness to manage the seed fund in a sustainable manner for its intended purpose. - A seed fund ownership analysis concluded that all four grantees have the ability to manage the seed fund resources long-term. - Seed fund transfer to partners planned for February 2018, by which time the grant agreement will be closed.				

### Improve access of farmers to machinery services

In 2016, Agro Horizon supported eight Machinery Technical Services (MTS) operators with additional machinery to increase farmers access and areas served. The preliminary results of a survey of MTS operators' achievements in FY17 are (data collection is not yet finalized):

8 MTS operators	# of HHs benefiting	-	350	No target	MTS were provided on 1171 ha of crops (maize, soybean, sunflower, wheat, barley, alfalfa)
	# of farmers and others who have applied improved technologies	-	350		



## SUBTASK 1.6 DEVELOP OR UPDATE FURTHER FARMER AND ADVISORY LEARNING MATERIALS FOR TARGET VCS

The two contracted video companies, Impresso (for 14 topics) and Citylab (apricot and winter milk videos), are shooting footage, elaborating, refining and editing scenarios. Preparation of booklets, manuals and some videos is delayed.

### Advisory learning and information materials development status

Name of Material	Format	Status September 2017	Submission to USAID	Print Date	Distribution
Apricot brochure in Kyrgyz	Booklet	Finalized	Endorsed	Printed	October 2017
Apricot brochure in Russian	Booklet	Finalized	Endorsed	Electronic version only	October 2017
Apricot manual in Russian	Manual	Under revision	December 2017	Electronic version only	February 2018
Apricot production	Video	Editing on-going. To be completed in November	November 2017	n/a	December 2017
Maize manual in Kyrgyz	Manual	Finalized	November 2017	February 2018	March 2018
Maize manual in Russian	Manual	Translation completed. To be revised and finalized	November 2017	Electronic version only	February 2017
Winter milk manual in Kyrgyz	Manual	Draft received. To be finalized in October	November 2017	December 2017	January 2018
Winter milk production	Video	On-going. Shooting footage of winter milk cow management and delivery in autumn/winter 17	March 2018	n/a	April 2018
Soybean production	Booklet	Draft received. To be finalized in November	December 2017	January 2018	February 2018
Silage making	Booklet	Draft received. to be finalized in December	January 2018	February 2018	March 2018
Fodder beet production	Booklet	Draft received. to be finalized in December	December 2017	January 2018	February 2018
Garlic production in the south of KR	Booklet	Finalized in Q2. To be revised.	December 2017	January 2018	March 2018
Garlic production in the South of KR	Video	On-going. Shooting footage of planting in October 17 and of crop management in spring 18	May 2018	n/a	June 2018
Safflower growing	Leaflet	Finalized in Q2. To be revised.	December 2017	January 2018	February 2018
Tips for productive safflower	Video	Footage shooting nearly completed	December 2017	n/a	January 2018
Greenhouse model for mountainous areas	Video	Footage shooting completed. Script nearly finalized.	December 2017	n/a	January 2018
Greenhouse model for mountainous areas	Booklet	Draft received	November 2017	September 2017	October 2017
Silage making	Video	Footage shooting nearly completed. Script nearly finalized	January 2018	n/a	February 2017
Enhanced productivity and nutritional value of forage	Video	Footage shooting nearly completed. Script under preparation.	January 2018	n/a	February 2017
Tips for enhanced productivity and forage nutritional value	Leaflet	Need to identify a replacement writer (instead of Oasis Agro)	January 2018	February 2017	March 2017
Hot tips for improved apple yield, size and quality	Video	Footage shooting nearly completed. Script nearly finalized.	December 2017	n/a	January 2018
Hot tips for improved peach yield and quality	Video	Footage shooting nearly completed. Script nearly finalized.	December 2017	n/a	January 2018
Benefits of producing small cucumbers for processing companies	Video	Some footage shot. Script under development	January 2018	n/a	February 2018

## TASK 2 INCREASE PRODUCTIVITY AND MARKETS FOR AGRIBUSINESS

### TASK-LEVEL INDICATORS SUMMARY

#	Indicators	FY17 Target	FY 17 Actual	% Achieved	Variance Explanation +/- 10%
3	Number of households benefiting directly from USG interventions	6,150	3,581	58%	Most partners are still upgrading facilities and not yet operational.
4	Number of individuals trained	736	172	23%	The biggest contributor to this target, Alaiku Organics, with commitment of 700 individuals trained has not started operations by the end of the fiscal year. Other partners have not completed upgrading of facilities.
5	Number of private enterprises, producer organizations, water users associations, women's groups, trade and business associations, and CBOs receiving USG assistance	34	31	91%	On target.
6	Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance	276	495	179%	Contributors to this achievement are Agro Product Asia, Aravan Agro Service and Concept Master. Agro Product Asia implemented new practice in procurement of raw materials by providing advance payments to farmers. Aravan Agro Service trained farmers on new techniques for early potato production. Concept Master used WhatsApp to coordinate outgrowing of tomato.
7	Number of jobs attributed to project implementation, FTE	99	244	246%	Target considered only new workers at processing facilities; but, the partners also generated over 100 jobs in construction and raw materials collection.
8	Value of new private sector capital investment in the agriculture sector or food chain leveraged, USD	944,000	1,955,216	207%	Selection criteria for partnership generated partners with resources to leverage more than anticipated.
9	Value of private sector leverage contribution, USD		4,453,206		No target was set in the workplan
11	Value of incremental sales (farm-level) attributed to project implementation, USD	351,834	2,485,647	706%	Significant overachievement due to more new markets were opened leading partners to procure more raw materials. Additionally, the low volume of harvest for some fruits led to higher prices, hence the higher values of sales at the farm level.
12	Value of incremental sales (enterprise-level) attributed to project implementation, USD	3,885,529	3,721,095	96%	Biggest contributor to this indicator is Agro Product Asia which sold fresh fruits, consolidated at new facility in Uch-Korgon, for \$2,4 million. This also includes sales by non-partner SMEs assisted on sales through B2B, e.g., Agroplast, EUM, Agroelita and At Bashy Sut.
14	Total increase in installed storage capacity, m3	2,201	19,066	866%	Biggest contributor to overachievement includes storehouses constructed by Farmers Organic Garden and Agroproduct Asia, not foreseen in the FY17 Work Plan.
15	Number of MSMEs, including farmers, receiving USG assistance to access loans	22	110	500%	Target only included SMEs taking loans for upgrading facilities and did not anticipate farmers' increased access to finance through due to collaboration between partner banks and processors.
16	Value of financing accessed by MSMEs and farmers as a result of Agro Horizon assistance, USD	664,000	676,032	102%	On target.
17	Number of public-private partnerships formed	26	20	77%	One partner was terminated due to inability to implement the partnership and two partners withdrew their applications (one found another investor, the other had a shift in priority). Further, the project decided to strictly go with partners who show capacity and resources to leverage.

WP #10	Increase in raw materials procured by SMEs assisted by the project, MT	3,159	8,661	274%	Partners increased volume of raw materials procured because of 1) new market opportunities that were not considered during planning, 2) increased efficiency, and 3) stronger links with supplying farmers.
WP #14	Increase in installed processing capacity, MT	2,291	38,103	1664%	Partnership with large agribusinesses with more resources resulted in huge additional installed processing capacity that was not foreseen in the Work Plan.

## SUB TASK 2.1 INCREASE PRODUCTIVITY AND EXPAND MARKETS FOR AGRIBUSINESS IN DAIRY

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Tilen Uulu Talas	# of HHs benefiting	50	39	78%	<ul style="list-style-type: none"> <li>- Partner upgraded existing facility, invested in renovation, supply base development and shared in cost of equipment.</li> <li>- Renovation of premises completed according to HACCP requirements.</li> <li>- HACCP system establishment and implementation continues and will be completed in January 2018.</li> <li>- Enhanced links with supplying farmers and strengthened managerial and marketing capacity resulting in increased purchase and processing of milk volume from 350 to 700 liters/day.</li> <li>- Partner procured additional processing line, but Project-supported new packaging equipment has not arrived yet. Therefore, targets on <i>sales and farm- and enterprise-level</i> and <i>volume of milk procured</i> are yet to be achieved. The equipment will be installed and the facility will be fully operational in October 2017.</li> </ul>
	# of farmers and others who have applied improved technologies	5	0	0%	
	Jobs generated, FTE	5	5	100%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	89,348	59,537	67%	
	Volume of raw material procured, MT	180	88	49%	
	Increase in installed processing capacity, MT	180	180	100%	
Alaiku Organics - Kurut production	# of HHs benefiting	700	175	25%	<ul style="list-style-type: none"> <li>- Partner purchased production premises in Alaiku region, renovated according to HACCP requirements and purchased equipment for qurut production. Invested more than planned.</li> <li>- The facility is not operational yet thus did not achieve the targets on households benefiting, jobs, sales and volume of raw material procured.; the equipment will be installed and the facility will start operating in October 2017.</li> </ul>
	# of farmers and others who have applied improved technologies	16	0	0%	
	Jobs generated, FTE	16	7	44%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	201,630	0	0%	
	Increase in installed processing capacity, MT	1,000	0	0%	
Alaiku Organics 2 - dairy processing	Jobs generated, FTE	10	0	0%	<ul style="list-style-type: none"> <li>- Second partnership launched end July 2017. By the end of the fiscal year, partner placed order for new milk processing equipment.</li> <li>- The facility will start operating in February 2018.</li> </ul>
	Capital investments, USD				
	Leverage contribution, USD				
Ak Tilek	# of HHs benefiting	125	77	62%	<ul style="list-style-type: none"> <li>- Renovation of premises completed according to HACCP requirements.</li> <li>- Links with supplying farmers, managerial and marketing capacity improved leading to increase in volume of milk purchased and processed from 150 to 400 liters/day.</li> <li>- New equipment has not arrived yet; therefore, targets on sales at farm- and enterprise-level and volume of milk procured are yet to be achieved.</li> <li>- The facility will start full operations as equipment is expected to arrive and be installed in October 2017.</li> </ul>
	# of farmers and others who have applied improved technologies	5	47	940%	
	Jobs generated, FTE	5	3	60%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	37,799	6,629	18%	
	Volume of raw material procured, MT	183	19	10%	

	Increase in installed processing capacity, MT	550	0	0%	
Akmatova	# of HHs benefiting	2,000	450	23%	<ul style="list-style-type: none"> <li>- Partner decided to construct new facility from ground. Facility construction was delayed because of late loan approval and leasing from bank. Construction of new facility started in September and scheduled for completion by November 2017; hence the under achievement of most indicator targets.</li> <li>- Construction is in accordance with HACCP requirements. Equipment has been ordered and ready to ship; will be installed in new facility in December 2017.</li> <li>- Supported with HACCP system establishment in existing facility.</li> </ul>
	# of farmers and others who have applied improved technologies	20	0	0%	
	Jobs generated, FTE	18	16	89%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	313,970	189,272	60%	
	Increase in installed storage capacity, m3	200	35	18%	
	Volume of raw material procured, MT	1,890	899	48%	
	Increase in installed processing capacity, MT	15,000	6,000	40%	

## SUBTASK 2.2 INCREASE PRODUCTIVITY AND EXPAND MARKETS OF AGRIBUSINESS IN FRUITS AND VEGETABLES

Partner	Indicator	FY 17 Target	FY17 Actual	% Achieved	Key Accomplishments and Main Issues
Abdurahimov	# of HHs benefiting	1,000	3	0%	<ul style="list-style-type: none"> <li>- Facility construction and equipment installation completed.</li> <li>- Undiversified markets and lack of operating capital hinders partner's operations.</li> <li>- The project will revisit targets with the partner since they prove to be unrealistic and grant agreement will be revised to reflect doable targets.</li> </ul>
	Jobs generated, FTE	8	0	0%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	266,647	11,194	4%	
	Increase in installed storage capacity, m3	6,000			
	Volume of raw material procured, MT	24,000	37	0%	
	Increase in installed processing capacity, MT		8,800		
Abdymalik Ata	# of HHs benefiting	405	445	110%	<ul style="list-style-type: none"> <li>- Partnership launched in late July 2017; selection of equipment took longer than anticipated and processing season was missed. The equipment has been ordered and is anticipated to be installed in January 2018.</li> <li>- The Project supported supply of raw materials to the partner through extension support to farmers via sub-contracted Advisory Service Providers.</li> </ul>
	Jobs generated, FTE	66	52	78%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	97,756	4,674	5%	
	Volume of raw material procured, MT	809	21	3%	
	Increase in installed processing capacity, MT	2,025	-	0%	
Advantex	# of HHs benefiting	600	40	7%	<ul style="list-style-type: none"> <li>- Partnership was launched in late July 2017.</li> <li>- Partner has bought land and renovated the premises; new processing equipment purchased and installed at the end of the fiscal year.</li> <li>- HACCP adoption process continues.</li> <li>- Full operations will start in November 2017.</li> </ul>
	# of farmers and others who have applied improved technologies	17	0	0%	
	Jobs generated, FTE	8	5	63%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	63,103	7,800	12%	
	Increase in installed storage capacity, m3	140	0	0%	

	Volume of raw material procured, MT	24	2	8%	
	Increase in installed processing capacity, MT	500	0	0%	
Agroproduct Asia	# of HHs benefiting	2110	250	12%	<ul style="list-style-type: none"> <li>- Agro Horizon and partner co-invested in establishment of the facility and procurement of equipment.</li> <li>- The facility started to operate partially in August with consolidation of peaches, cherries, early potatoes and early vegetables. Full operation will be in September with the start of apple harvesting season. The partner will employ more people as it buys more apples through November and early vegetables in spring of 2018.</li> <li>- Error in calculation of storage capacity during planning resulted in incorrect target. In metric tons, the actual holding capacity of the facility – 500 tons - matches what was designed, which is 6,435 cubic meters. The grant agreement will be revised to reflect correct targets.</li> </ul>
	# of farmers and others who have applied improved technologies	50	75	150%	
	Jobs generated, FTE	50	7	14%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	683,110	1,173,767	172%	
	Increase in installed storage capacity, m3	28,650	6,435	22%	
	Volume of raw material procured, MT	2,500	2,291	92%	
Aidosheva	# of HHs benefiting	40	35	88%	<ul style="list-style-type: none"> <li>- Woman entrepreneur co-invested in establishment of the cold storage.</li> <li>- Partner has constructed the facility and installed cooling equipment.</li> <li>- Full operations will start in October 2017 since the partner is mainly engaged in fresh apple trading. Apple harvest will be in October and November, hence no accomplishments on procurement and sales.</li> </ul>
	Jobs generated, FTE	6	0	0%	
	Capital investments, USD	6,286	9,435	150%	
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD				
	Increase in installed storage capacity, m3	264	0	0%	
	Volume of raw material procured, MT	40	10	25%	
	Increase in installed processing capacity, MT	40	0	0%	
Altyn Aimak	# of HHs benefiting	300	300	100%	<ul style="list-style-type: none"> <li>- Tajik-Kyrgyz joint venture formed to partner with Agro Horizon, FDI</li> <li>- Partner constructed new facility on one-hectare in Batken, including a solar dryer, with 792 square meters of processing and storage. Equipment ordered and will be delivered and installed by end of October 2017.</li> <li>- At the newly built facility, partner purchased, processed and exported 105 tons of fruits and nuts to Russia valued at \$97,960.</li> </ul>
	# of farmers and others who have applied improved technologies	140	28	20%	
	Jobs generated, FTE	35	39	111%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	146,000	109,075	75%	
	Volume of raw material procured, MT	886	105	12%	
	Increase in installed processing capacity, MT	2,400	0	0%	
Aravan Agroservice	# of HHs benefiting	239	182	76%	<ul style="list-style-type: none"> <li>- Following successful cooperation with Aravan Agro Service on marketing of early potato, Agro Horizon supported construction of cold storage facility.</li> <li>- Partner funded the construction and cost-shared construction materials and cooling equipment. The facility is 90% complete. Limitations in financial capability delayed construction, and the storage capacity of the facility is less than planned. The facility will be operational in November 2017.</li> <li>- Farmers, who planted early potato sold the harvest on field since facility is not completed yet. Therefore, the sales are counted at farm level only.</li> <li>- Members of the cooperative harvested and sold early potato and still need to harvest late vegetables. Those who planted late vegetables will sell the yield through the facility. This will allow the cooperative to catch up with the targeted number of households benefiting and sales at enterprise level</li> </ul>
	# of farmers and others who have applied improved technologies	134	180	134%	
	Jobs generated, FTE	8	7	88%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	48,360	600,000	1241%	
	Increase in installed storage capacity, m3	1,800	1,491	83%	
	Volume of raw material procured, MT	600	1,500	250%	

Concept Master	# of HHs benefiting	253	165	65%	<ul style="list-style-type: none"> <li>- Agro Horizon supported acquisition of processing equipment, construction materials for greenhouse, implementation of HACCP and production of raw materials.</li> <li>- Outgrower scheme piloted with farmers for early and late tomato production.</li> <li>- Tomato processing line upgraded and partner started to deliver on contracts signed with Agro Horizon's assistance.</li> <li>- Partner could not receive and process tomatoes as planned because of production inefficiency, breakdown of machinery, and disease that affected late tomato yield. Recommendations provided by Agro Horizon were implemented late due to lack of finances.</li> <li>- The list and the timetable for interventions to modernize the facility, improve production quality, and meet environmental and HACCP standards has been prepared.</li> </ul>
	# of farmers and others who have applied improved technologies	126	165	131%	
	Jobs generated, FTE	10	35	350%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	61,319	34,340	56%	
	Volume of raw material procured, MT	1,298	605	47%	
	Increase in installed processing capacity, MT	4,875	4,875	100%	
Farmers Organic Garden 1 - production of juices and packaged dried fruits	# of HHs benefiting	1,050	1,050	100%	<ul style="list-style-type: none"> <li>- The Project co-invested in equipment procurement.</li> <li>- Partner constructed new storage facility, purchased new equipment and provided \$7,136 as advance payments to outgrower farmers. The new equipment was not delivered on time because the partner could not inspect the equipment before shipping as China imposed visa restrictions. However, the partner produced purees and dried fruits to be packed when new juice bottling and dried fruit packing equipment arrives. The equipment is expected to arrive end of November 2017.</li> <li>- Partner has contracts for new products with pending delivery.</li> <li>- In view of emerging market opportunities, partner decided to expand its facility to include tomato processing line and constructed new storage and production premises to house the new line.</li> </ul>
	Jobs generated, FTE	113	36	32%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	64,348	245,409	381%	
	Increase in installed storage capacity, m3	1,200	11,105	925%	
	Volume of raw material procured, MT	3,083	2,710	88%	
	Increase in installed processing capacity, MT	1,122	2,648	236%	
Farmers Organic Garden 2 - production of tomato paste	# of HHs benefiting	255	65	25%	<ul style="list-style-type: none"> <li>- The partnership started in July and co-invested in equipment procurement</li> <li>- The partner fully funded facility construction and facility was operational by end of August.</li> <li>- The tomato paste processed by the company sold at 25% price premium because of very good quality. But it was too late to arrange outgrower arrangements for tomato supply, hence insufficient volume of tomato sourced from farmers.</li> <li>- Partner will need additional support to increase volume of raw materials for optimal operation of the facility.</li> </ul>
	Jobs generated, FTE	17	5	29%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	319,064	38,102	12%	
	Volume of raw material procured, MT	2,400	290	12%	
	Increase in installed processing capacity, MT	2,400	15,600	650%	
Inter Fruit	# of HHs benefiting	300	15	5%	<ul style="list-style-type: none"> <li>- Tajik-Kyrgyz joint venture formed to leverage Agro Horizon support for dried fruit processing, FDI</li> <li>- Agro Horizon provided grant for purchase of equipment and implementation of HACCP.</li> <li>- Partnership started in late July and renovation of premises, funded by the partner, is 60% complete. Construction is HACCP compliant.</li> <li>- Equipment has been ordered, and full operations anticipated in November 2017 when new processing line is installed; sales and raw material purchasing targets will be achieved in FY18.</li> </ul>
	Jobs generated, FTE	30	15	50%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	336,335	0	0%	
	Increase in installed storage capacity, m3	192	0	0%	

	Volume of raw material procured, MT	320	0	0%	- Construction of the facility progressed slower because of low apricot yield in Kyrgyzstan this year and was late for other fresh fruits harvesting season, better preparation for the next season is the priority.
	Increase in installed processing capacity, MT	2,400	0	0%	
Natural Products	# of HHs benefiting	720	221	31%	<ul style="list-style-type: none"> <li>- Agro Horizon supported purchase of juice filling equipment and implementation of HACCP.</li> <li>- Partner shared in cost of equipment, and raw material supply base development. Equipment has been purchased and HACCP implementation started.</li> <li>- Production of apple juices started in mid-September. But, new equipment will be installed in October.</li> <li>- Since majority of apple will be harvested from September to November, most targets will be achieved in FY18.</li> </ul>
	# of farmers and others who have applied improved technologies	14	0	0%	
	Jobs generated, FTE	14	0.5	4%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	59,978	2,188	4%	
	Volume of raw material procured, MT	549	84	15%	
	Increase in installed processing capacity, MT	2,000	0	0%	
Orjemil Holding Company	# of HHs benefiting	1200	0	0%	<ul style="list-style-type: none"> <li>- Under grant agreement, partner is investing in new puree processing and fruit drying equipment, and Agro Horizon reimbursing expenses on purchase of the equipment.</li> <li>- Instead of renovating existing premises which were not HACCP compliant, partner decided to construct new facility which will also house existing juice making line.</li> <li>- New puree and fruit drying equipment arrived end September 2017. However, as partner is waiting for construction permit to be issued by relevant authorities, facility is not operational, all indicator targets besides capital investment not achieved. The partner will produce dried fruits in October and November 2017.</li> </ul>
	# of farmers and others who have applied improved technologies	48	0	0%	
	Jobs generated, FTE	22	0	0%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	308,088	0	0%	
	Volume of raw material procured, MT	1,160	0	0%	
	Increase in installed processing capacity, MT	600	0	0%	
PE Kamashova	# of HHs benefiting	5	19	380%	<ul style="list-style-type: none"> <li>- Woman entrepreneur supported with part of construction materials for greenhouse.</li> <li>- Kamashova cost-shared in the establishment of this commercial greenhouse, which was inaugurated in September; vegetables planted in July and will be harvested in November; sales targets will be achieved in FY18.</li> <li>- Partner will train interested farmers in greenhouse operation in FY18.</li> <li>- Targets on households benefiting and jobs generated are overachieved because construction workers were not considered in targets.</li> <li>- Partner put in more capital investments because she decided to build more advanced greenhouse than the one initially planned.</li> </ul>
	# of farmers and others who have applied improved technologies	10	0	0%	
	Jobs generated, FTE	4	1.5	38%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
Turan Group	# of HHs benefiting	1,500	50	3%	<ul style="list-style-type: none"> <li>- Agro Horizon provides support in purchase of washing, drying and cold storing equipment for fruit consolidation center.</li> <li>- Partner is constructing new facility near Osh and paying 50% of equipment cost.</li> <li>- Consolidation center construction started in September, months after initially planned because building location had to be changed to comply with HACCP, construction permits obtained, and facility design developed. Therefore, only indicators on capital investment and jobs generated were achieved as these are related to construction works.</li> </ul>
	Jobs generated, FTE	17	10	59%	
	Capital investments, USD				
	Leverage contribution, USD				
	Sales at enterprise level, USD				
	Sales at farm level, USD	236,250	0	0%	
	Increase in installed storage capacity, m3	4,222	0	0%	
	Volume of raw material procured, MT	1,500	0	0%	
	Increase in installed processing capacity, MT	1,000	0	0%	

### SUBTASK 2.3 MARKET DEVELOPMENT AND B2B LINKAGES TO INCREASE SALES

Below is a comparison of export and domestic contractual obligations and actual delivery by partner for FY17 facilitated by Agro Horizon. Concept Master and Farmers Organic Garden are Project Grantees, the rest of the companies were supported only with B2B linkages and marketing.

Company	Verbal Agreements Value (USD) B2B FY16	Signed Contracts Value (USD) 2017 Season	Actual Delivery Value (USD) through end FY17

## TASK 3 IMPROVE ENABLING ENVIRONMENT FOR AGRICULTURE SECTOR GROWTH

### SUBTASK 3.1 INCREASE ACCESS TO FINANCIAL PRODUCTS AND SERVICES

Indicators	FY 17 Target	FY17 Actual	Achieved (%)	Explanation of variance beyond 10%
Number of MSMEs, including farmers, receiving USG assistance to access loans	9,625	7,159	74%	Target assumed more farmers would take smaller loans; however, less farmers are interested to take loans. Those interested want bigger loans \$1000 and more.
Value of Financing Accessed by SMEs and farmers (US\$)	\$1,165,750	\$4,816,261	413%	Actual is higher than initial targets because 1) banks released large volumes of financing, with AHOP assistance, to Ak-Tilek LLC, PE Kamashova, PE Akmatova, PE Abdurahimov, PE Tilen uulu Talas, Alaiku Organics LLC, and 2) three partnerships with financial organizations, KICB, FMCC, Bai Tushum, led to larger volumes of financing available for farmers, as farmers need larger loans than initial estimation (\$1,430 per farmer in average vs planned \$607 per farmer).

Variances in partners' targets and accomplishments are explained in greater detail under Task 1 and Task 2.

#### Activity 3.1.1 Promote embedded financing

Detailed partner-level embedded financing can be found in Annex 4.

#### Activity 3.1.2 Support to innovative financial products

Partner	Activity	BNF FY 17 Target	Loans FY 17 Target	BNF FY17 Actual	Loans FY17 Actual	BNF Achieved (%)	Loans Achieved (%)	Variance explanation (+-10%)
KICB	Remote e-wallet loans/deposits	300	\$210,000	230	\$512,362	77%	244%	Initial expectation was that average loan amount would be around \$700, however practice showed that farmers need larger loan upwards of \$2,228 per farmer.



Partner	Activity	BNF FY 17 Target	Loans FY 17 Target	BNF FY17 Actual	Loans FY17 Actual	BNF Achieved (%)	Loans Achieved (%)	Variance explanation (+/-10%)
<b>Bai-Tushum Bank</b>	Rapid onsite analysis and loan decision; AHOP Partners become bank agents; e- wallet	500	\$250,000	581	\$1,129,548	116%	452%	Bai-Tushum Bank over achievement based on its wide network of branches in AHOP ZOI and because agriculture is a priority in Bank's credit portfolio and farmers have long established ties with the bank. Also, it was learned that farmers need larger loans (\$1944 instead of initial estimation of \$500).
<b>FMCC</b>	Nano loans using Innovative Credit Scoring technology; remote financial services	601	\$391,229	1,801	\$2,093,543	300%	535%	Reasons for over achievement include quicker loan processing times as a microcredit company, and a high concentration of existing operations in the ZOI. Also, farmers need larger business loans (\$1,162 instead of initially estimated \$651).
<b>Total</b>		<b>1,401</b>	<b>\$851,229</b>	<b>2,612</b>	<b>\$3,735,453</b>	<b>186%</b>	<b>439%</b>	

KICB Bank and Bai Tushum Bank purchased bank terminals and FMCC purchased tablets. All three partners identified software development companies to create IT solutions in innovative financing to be implemented in FY18.

### SUBTASK 3.2 HUMAN AND INSTITUTIONAL CAPACITY DEVELOPMENT (HICD) SUPPORT TO SELECT PARTNER SMES

Activity	Milestones	FY 17 Target	FY 17 Actual	Key Accomplishments and Main Issues
Directed Human and Institutional Capacity Development (HICD) support to select partner SMEs	15 partner SMEs	15 partner SMEs	15 partner SMEs	<p>A mid-term organizational capacity assessment of all SMEs in Q4 revealed an average OCA score increase of 9.80 score points (from a baseline of 14.93 to 24.73), representing a 66% improvement in organizational capacity. Detailed results of the mid-term OCA can be found in <b>Annex 5 and Annex 6</b>. Project accomplishment is already 825% of the LOP target of 8% improvement in organizational capacity score.</p> <p>The over accomplishment is due to focus of the Project on providing organizational capacity support based on gaps identified during the baseline assessment of 15 partner SMEs. STTAs were hired to provide the following support: (1) Optimization of Business Processes and Sourcing Systems; (2) Developing Marketing Plans and Strategies; (3) Improving Financial Management and Automation of Accounting Systems; (4) Improving Procurement and Inventory Systems; (5) Improving Human Resources Management Systems; (6) Knowledge of Legal and Taxation requirements; (7) Product Development support; (8) HACCP certification support.</p> <p>A full list of local and international STTA support to select 15 partner SMEs can be found in <b>Annex 7</b>.</p>

## TASK 4 IMPROVE NUTRITIONAL STATUS OF WOMEN AND CHILDREN

### TASK LEVEL INDICATORS SUMMARY

#	Indicator	FY17 Target	FY17 Actual	% Achieved	Explanation of variance beyond 10%
3	# households benefiting	9,000	13,700	152%	Initially assumed that two individuals (husband and wife) would be trained from each household; however, in most cases, only one was available. In order to reach the target of number of individuals trained, participants from more households were invited resulting in higher than planned number of households benefiting
4	# individuals trained	18,000	17,700	98%	

	FY 17 Accomplishment
<b>4.1</b>	<b>Mainstreaming messaging in activities of Tasks 1 &amp; 2</b>
	8,275 pieces of brochures in Kyrgyz language on nutritional value of vegetables, fruits and berries distributed among partners of Task 1-2
<b>4.2</b>	<b>Development and dissemination of nutrition promotion materials</b>
	Developed 14 brochures and a 2018 desk calendar on nutritional value of vegetables, fruits and berries with recipes. 10,000 brochures were printed and disseminated among partners of Task 1 – 2 in three languages (English, Russian and Kyrgyz)
<b>4.3</b>	<b>Nutrition training and messaging</b>
	18,000 beneficiaries from 9,932 households trained on home economics and dietary diversity in Osh, Jalal Abad and Batken oblasts
<b>4.4</b>	<b>Cooperation with other projects and organizations</b>
	10,000 cookbooks and 5,131 guidebooks on storage and preservation developed under SPRING project multiplied. Regular participation at SUN teleconferences. Ministry of Health printed 50,000 brochures on agriculture-specific sanitation and hygiene (Agro WASH) developed by the project and disseminated all over the country.

## CROSSCUTTING FUNCTIONS

### GENDER AND YOUTH CONSIDERATIONS

With a priority given to women as indicated in the project's call for applications (CFA), 54% of all grantees for FY17 are women. See **Annex 8** for a complete listing of sex of owner/manager of partner organizations. Most of these women-led or -owned grantees engage in greenhouse growing and dairy processing facilities. More than half of all individuals trained (54%) were women. Slightly less than half of all households benefitting and total beneficiaries (45% and 48%, respectively) were women.

A special emphasis was also given to youth activities; four partnerships are youth-managed (9%), 19% of all beneficiaries are youth, 17% of households were youth led, and 20% of all individuals trained were youth.

### MONITORING AND EVALUATION

#### Routine M&E activities

- Kick-off meetings. M&E team participated in 39 kick-off meetings with partner SMEs and farmers to provide instructions on data collection and reporting requirements.
- Monitoring, spot checks, and coaching. Provided coaching to partners to ensure better quality data collection; i.e., form completion and performance reporting. During coaching activities, M&E staff conducted up to 40 field monitoring visits. Spot check visits on construction process and equipment delivery were conducted for all project partners.
- Supporting activities. Helped partners organize and conduct events such as demo days, and over 100 trainings/workshops to ensure the proper collection of BNF data.
- Tracking system. Developed monthly partner activity and indicator trackers based on deliverables schedule and work plan to assist project management to monitor progress.

#### Data entry and collection

- E-data collection (EDC). Local IT company, Apex Group, developed mobile application that was installed and tested. In Q3, EDC temporarily suspended due to technical conflicts in the system. The issue should be resolved by first quarter of FY18.
- Data entry. The M&E team captured about 38,000 beneficiary farmers forms into the M&E database. These beneficiaries include up to 28,000 individuals trained and 25,000 households from 24 consultations, 21 field days, 2 seminars and 1,186 trainings.
- Feed the Future (FTF). Nine FTF program indicators entered to the FTFMS website.
- TraiNet. Trainings conducted in the last two project years with duration more than 16 hours registered with TraiNet site.
- GPS data collection. GPS coordinate points of up to 10,000 farmer plots and more than 50 private enterprise facilities collected and associated data imported to the ArcGIS template to reflect the project progress in visualized map form. Researches and Studies
- FY16 Annual beneficiary survey results of Gross Margin and Incremental Sales both on farm- and enterprise-levels presented to USAID. Final report and database of the survey submitted.
- Rapid assessment of potato seed funds project: Objective of the study was to provide information to project management on results, issues, status and options on how to proceed with the seed funds to ensure sustainability and continued use for its intended purpose.

- Statistical baseline data of each partner for base year collected for calculation of the project's contribution in increasing the productivity and expanding markets.
- Gross margin baseline survey conducted by M-Vector research company from July-August 2017 and focused on identifying baselines of 10 products.
- Conducted assessment and analysis of BNFs who received services provided by JashKa, Nookat Altyn Almasy and Krasnyi Vostok
- In Q3 HICD SITAs on Legal and Taxations, Procurement and Inventory system, HRM, Financial management and automation of accounting system provided assistance to 15 partners to improve their organizational capacity. All services provided by SITAs' were assessed and verified by M&E team.

### Data quality assurance

- IDQA. In December 2016, an internal data quality assessment was conducted and follow-up conducted in Osh, Naryn and Bishkek offices. Findings show that the project has and is following recommended data quality practices such project-wide use of standardized data collection forms, verification of data from partners and data security through use of web-based database. The project will continue to implement the observed best practices regarding data quality.

### AMEP and Work Plan changes

- AMEP. The M&E team finalized the revised AMEP including indicators and their principles of tracking/reporting. This document was modified in accordance with the Years 3 & 4 Work Plan and was approved by USAID on February 21, 2017. The second revision of the AMEP was in Q4 of FY17. The targets were updated in accordance with the new FY18 workplan.
- Changes in the FY17 indicator definition and targets.
  1. "Total increase in installed storage capacity" indicator targets changed in accordance with updated unit of measure. Since the unit of measure MT in WP-3 was not correct, it was replaced by cubic meters. Below is the table of updated targets:

Indicator	Unit of Measure	Target		
		FY17	FY18	LOP
Total increase in installed storage capacity (Output)	Cubic meters	6,233	4,901	11,134

2. "Individuals trained": According to the Ministry of Education of Kyrgyz Republic identified the duration of one academic hour - 40 minutes per Kyrgyz regulation. This note was shared with program team for proper planning of trainings' duration. In view of seasonal field works, it was agreed that advisory extension services/consultation can be counted as training provided that they are logically organized, have unique targeted learning outcome and duration of 2,5 HRS as well as can be facilitated via several short cycles sessions.
3. The targets in the WP-3 of indicator "Increase in raw materials procured by SMEs" were revised by Task managers. Below is the table of updated targets:

#	Increase in raw materials procured by SMEs assisted by the project (MT)	Corrected Targets			Comment
		FY17	FY18	LOP	
Task 1	Milk	792	2,970	<b>3,762</b>	Units are in metric tons, no corrections needed
	Cattle & Meat	210	1,050	<b>1,260</b>	Units are in metric tons, no corrections needed
	Feeds	12,000	3,400	<b>15,400</b>	Units are in metric tons, no corrections needed
	Fruits & Vegetables	4,600	6,010	<b>10,610</b>	Units are in metric tons, no corrections needed

#	Increase in raw materials procured by SMEs assisted by the project (MT)	Corrected Targets			Comment
		FY17	FY18	LOP	
Task 2	Dairy	270	360	<b>630</b>	The previous targets were in kg: FY17 - 270,000 and FY18 - 360,000. These are corrected by converting to metric tons to be consistent with units for other products
	Cattle & Meat	563	1,125	<b>1,688</b>	The previous targets were in kg: FY17 - 562,505 and FY18 - 1,125,005. These are corrected by converting to metric tons to be consistent with units for other products
	Fruits & Vegetables	2,889	4,611	<b>7,500</b>	Units are in metric tons, no corrections needed
<b>Total (in metric tons)</b>		<b>21,324</b>	<b>19,526</b>	<b>40,850</b>	<b>Corrected target in metric tons</b>

## COMMUNICATIONS, KNOWLEDGE MANAGEMENT, AND INTRA-PROJECT COORDINATION

Outreach activities to increase awareness of USG support	Quantity	Results
Social media (Facebook)	221 posts	Compared to 2016, number of likes increased 12,6%. Percentage increase in engagement (total of shares, comments and likes) 65,5%. Percentage increase in numbers of posts 110,5%. For a list of all Facebook slide shows/videos, see <b>Annex 9</b>
Success stories submitted to USAID	9	Increased visibility to beneficiaries, local Kyrgyz readers See <b>Annex 10</b> for two new success stories.
OIs submitted to USAID	47	Increased visibility to Washington, DC-based audience
Press releases	11	Increased media coverage viewed by local KG audiences to increase awareness. Picked up by press 18 times.
Newsletter articles	13	Articles published in A/V and USAID/KG newsletters
Videos	9	Currently under development
ArcGIS story maps	3	Two visual representations of quarterly reports and one general outreach tool to engage diverse audiences through interactive maps and story telling
Events (facility inaugurations, equipment handovers, roundtables,)	15	Engaged stakeholders, including actors at the oblast level, USAID and its partners
DEC Uploads	6	1 annual report, 3 quarterly reports, 1 annual beneficiary survey and 1 work plan
Quarterly Reports	3	Performance reporting to USAID
Branding and Marking	All partnership activities	USAID's B&M requirements applied for each partnership, events, demo fields.

### Project information systems strengthening

Weekly performance reports are disseminated to all staff to better coordinate activities, particularly among cross-cutting teams.

The annual all-staff conference took place on September 7 & 8 in Bishkek, Kyrgyzstan. Over 55 employees from Bishkek, Osh and Naryn offices actively participated in this event. A/V headquarters' staff included Sylvia Megret, COO, Luke Pingel, CLO and Art Gandilyan, Senior Director for the project.

The theme of the all-staff conferences was "Building on Great Accomplishments of FY17". The two-day conference served to 1) identify key accomplishments in FY17 based on stated objectives, 2) determine how

far away we are from our goals, 3) identify key lessons and integrate resulting best practices and approaches in FY18, and 4) unite the staff on the direction and priorities for FY18, the final year of the project.

### Knowledge management

Two knowledge sharing events took place during the reporting period; 1) Work Plan Presentation and Access to Finance, Osh, December 21, 2016, and 2) Catalyzing Private Investments in the Agriculture Sector, Bishkek, January 17, 2017

## ENVIRONMENTAL COMPLIANCE

In Year 3, Agro Horizon continued to ensure timely detection of possible negative impacts and subsequent development of mitigation strategies within all program activities, with a special emphasis on projects with construction and renovation components. Agro Horizon promotes compliance not only with USAID environmental regulations, but also with host country laws and procedures. Project partners were obliged to obtain necessary permitting documents from governmental authorities, as required.

An environmental review checklists was developed for 30 project activities. A checklist of requirements for environmental compliance can be found in **Annex 11**. Three activities were categorized as categorical exclusion and did not require a checklist (CJSC Kyrgyz Investment and Credit Bank, Bai-Tushum Bank, CJSC, First Microcredit Company, CJSC). For activities that involved the procurement and use of pesticides, Agro Horizon developed mitigation measures to protect the health and safety of farmers. Agro Horizon follows programmatic PERSUAP while procuring and using pesticides and agricultural inputs. The ECS conducted several project site visits to explain to provide advice and guidance to farmers on personal safety measures, proper utilization of construction and agricultural wastes, handling and storage of pesticides, and spills prevention.

## PROJECT FUND

In Year 3 the project issued 14 subcontracts under the Project Fund. Details of the award implementation can be found in **Annexes 12 and 13**.

Most grants were competitively selected. The project received **280 concept notes** in response to the call for applications entitled “Program to develop agricultural value chains in Naryn and in South Kyrgyzstan”, which was posted in September 20, 2016 and reposted in January 20, 2017 and August 25, 2017.

Three grants were terminated (Agro Elita, Kelechek and Top Agro) due to inability of the grantee to fulfill the agreements, and one approved grantee withdrew (PE Bayogliev).

The major challenge the project faced was implementation delays of some grants resulting in significant variance between actual disbursements and forecast, and difficulties in reconciling cash advances. Some reasons for the delays are as follows:

- Delays with delivery of equipment from vendors to the grantees (ElDan Atalyk, AdalAzyk, Ak Tilek, Farmers Organic Garden)
- The grantees together with the Project’s SITA changed the specifications of the equipment based on assessment of what is optimal for the required operation. This resulted in delays as new market research and request for quotes have to be done ("Turan Group", LLC, "Agroproduct Asia", PE Abdurakhimov, LLC, CJSC Kyrgyz Investment and Credit Bank)
- The planned activities were shifted to fall (PE BurgutovKrasnyi Vostok, Jash Ka LLC)

Some lessons learned and risk mitigation approaches:

- Starting to work on vendor selection upon submission of grant request to reduce delays; vendors get paid one month from USAID approval
- Allowing cash advances only on exceptional cases
- Planning by program teams must include cushion for delays when doing disbursement forecasts
- Hiring of STTAs, such as Equipment Specialist and Construction Engineer, should have been done earlier

## **ADMINISTRATION**

The Project moved to a new office space in Osh due to increase in staff. The new office is located at #1 Griboedova Street in Osh city.

On September 7-8, 2017, operations assisted with logistics of the all-staff conference in Jannat hotel, Bishkek.

### **Resigned Local Staff**

- On February 28, 2017 M&E Director
- On May 05, 2017 DCOP
- On May 31, 2017 Nutrition Manager
- On June 30, 2017 Senior Grants and Procurement Coordinator
- On July 11, 2017 Procurement Coordinator
- On September 08, 2017 Bishkek Administrative Assistant  
Local Staff whose contracts ended
- On September 30, 2017 Enabling Environment Director
- On September 30, 2017 Gender and Mainstreaming Manager
- On September 30, 2017 Osh Operations Manager
- On September 30, 2017 Osh Administrative Assistant

### **Hired/Promoted Local Staff**

- On March 27, 2017 Grants and Procurement coordinator
- On June 01, 2017 Nutrition Coordinator promoted to Nutrition Manager
- On July 03, 2017 Procurement Specialist
- On July 21, 2017 Senior Grants Coordinator
- On August 14, 2017 Accountant
- On September 26, 2017 Bishkek Administrative Assistant
- On October 04, 2017 Osh Administrative Assistant

### **Hired International Staff**

- On July 13, 2017 DCOP
- On August 30<sup>th</sup>, 2017 M&E Director

### **Local and International STTAs**

- Local Procurement expert, effective February 09 to March 24, 2017
- local HRM firm under Task 3, effective March 27 to July 28, 2017
- Local HACCP expert under Task 2, effective March 27 to November 30, 2017
- Local SMEs Procurement and Inventory system expert under Task 3, effective April 3 to June 30, 2017

- Local GPS/GIS data collection expert under M&E in Osh, effective March 24 to April 21, 2017
- Local Procurement Specialist for Grants and Procurement unit in Osh office, effective March 13 to June 30, 2017
- Local Procurement Specialist for Grants and Procurement unit, effective March 20 to June 30, 2017
- International project management expert, effective February 24 to May 07, 2017
- International business process optimization and sourcing system expert for Task 3, effective March 30 to October 13, 2017
- Local GPS/GIS data collection expert under M&E in Osh, effective May 15 to August 15, 2017
- Osh Procurement Specialist, effective May 23 to September 30, 2017
- Local expert on assisting to partners in identification and selection of required equipment, effective May 2 to September 30, 2017
- Assistant to select private sector partners in upgrading of production premises and infrastructure, effective May 31 to September 30, 2017

Approvals and financial summaries can be found in **Annexes 14 and 15**.



## ANNEXES

### ANNEX I: CHANGES TO THE WORK PLAN

USAID Agro Horizon Project Work Plan Change Log				
Changes reported in FY17Q1 report				
	Subtask/Activity	Change Description	Reason for Change/Remarks	New Subtask/Activity Name, if appropriate
	Activity 1.4.1 Production of potatoes for frozen french fries production.	Activity is cancelled.	No frozen french fry processing company materialized.	
	Activity 1.6.1 Establish and build capacity for innovative technical and advisory services businesses	Activity is cancelled.	The Project has de-emphasized support to building the capacity of advisory service businesses as an end in itself. The support is now in line with the needs of the private sector partners. The Project supports fruit tree care service businesses for more supply of better quality fruits that will be the raw materials for fruit processing and consolidation. This is reported in the section on the fruit value chain.	
	Activity 1.6.4 Facilitate the development of a government AS strategy and build capacity for social procurement of AS	Activity is cancelled. The activity will not be reported on moving forward.	This activity is de-emphasized due to the continuing absence of bilateral agreement between the USG and the Kyrgyz Republic.	
	Activity 1.6.5 Facilitate better AS stakeholder coordination	Activity is cancelled.	This activity is dropped to allow the project to focus on private sector partnerships. The project will not report on this moving forward.	
	Activity 3.1.1 Policy Reforms under Task 3 Improve Enabling Environment for Agriculture Sector Growth	Activity is cancelled.	The absence of the Bilateral Agreement impacted the project's ability to work with the GOKR. The project recommends cancelling this activity and utilizing resources where results can be achieved.	
	Activity 3.1.2 Strengthen enforcement of existing policies under Task 3	Activity is cancelled.	The absence of the Bilateral Agreement impacted the project's ability to work with the GOKR. The project recommends cancelling this activity and utilizing resources where results can be achieved.	
	Activity 3.3.1 Directed human and institutional capacity development (HICD)	Subtask name remains, but focus changes.	HICD shifts focus from ASPs/NGOs to private sector partner organizations.	
	M&E	Change in indicators per the revised AMEP	Notified in Q1Y3 report but new indicators used in Q2Y3 report.	

## Changes reported in FY17Q2 report

	Task/Subtask/Activity	Change Description	Reason for Change/Remarks	New Subtask/Activity Name, if appropriate
<b>R e l a t e d  C h a n g e s</b>	<b>Subtask 1.1 Improve productivity of livestock farming</b>	Subtask name change to include Task 2 activities	This is to rationalize the approach of firm-based value chain development	<b>Subtask 1.1 Improve productivity of livestock (feed, winter milk, and meat)</b>
	<b>Subtask 2.2 Increase Productivity and Expand Markets of Agribusiness in Livestock for Meat and Meat Products</b>	This subtask will be reported on in Task 1 under Subtask 1.1	This is to rationalize the approach of firm-based value chain development	
	<b>Subtask 2.3 Increase productivity and expand markets of agribusiness in fruits and vegetables</b>	Numbering changes to Subtask 2.2	The original subtask 2.2 was shifted to subtask 1.1	<b>Subtask 2.2 Increase productivity and expand markets of agribusiness in fruits and vegetables</b>
	<b>Subtask 2.3 Increase productivity and expand markets of agribusiness in fruits and vegetables</b>	Replaced with a new subtask		<b>Subtask 2.3 Business-to-business activities and market development</b>
	<b>Subtask 1.3 Improve Berry Productivity</b>	Subtask is cancelled and replaced with Safflower production	No viable private sector partner expressed interest to invest in this; whereas a private sector partner is ready to invest in with safflower production.	<b>Subtask 1.3 Support Safflower and other edible oil crops</b>
	<b>Subtask 1.4 Improving productivity of vegetables and potatoes</b>	Subtask is renamed.	Subtask is renamed to not include potatoes because the french fry processor did not materialize, as noted in the Q1 report.	<b>Subtask 1.4 Improving productivity of vegetables</b>
	<b>Subtask 1.6 Strengthen Advisory Service Industry</b>	Several activities cancelled and subtask renamed	De-emphasis on this task led to cancellation of all activities except for 1.6.2, which is deemed important in building the supply base of private sector partners. Activity 1.6.2 which becomes the new name of Subtask 1.6.	<b>Subtask 1.6 Develop or update further farmer and advisory learning materials for target VCs</b>
	Activity 1.6.3 Upgrade capacity of traditional ASPs in target VCs	Activity is cancelled	No acceptable proposals were received to develop the capacity of traditional ASPs that supports the private sector focus of the project. The project contracts directly ASPs for supply base development support as needed.	

	<b>Subtask 3.1 Support institutional capacity development and simplified business enabling environment</b>	Subtask is renamed.	As several activities under this subtask have been cancelled, it is renamed to reflect the current focus.	<b>Subtask 3.1 Market Information Dissemination</b>
	Activity 3.2.1 Access to formal financing through DCA	Activity is cancelled.	DCA Facility for Bai-Tushum Bank in amount of USD 1.5 million was fully utilized; funds are not available at this time.	
	Activity 3.2.4 Support innovative financial products	Activity combined with 3.2.2	This activity is combined with 3.2.2 Expand outreach of mobile wallet systems as they serve the same purpose.	
	<b>Subtask 3.3 Human and institutional capacity development to improve business enabling environment</b>	Subtask is renamed.	This subtask is renamed to reflect the shift of support from business NGOs/ASPs to partner SMEs noted in Q1.	<b>Subtask 3.3 Human and institutional capacity development of partner SMEs</b>

### Changes reported in FY17Q3 report

	<b>Task/Subtask/Activity</b>	<b>Change Description</b>	<b>Reason for Change/Remarks</b>	<b>New Subtask/Activity Name, if appropriate</b>
	Subtask 3.1 Support institutional capacity development of SME partners and Subtask 3.3 HICD to improve business enabling environment were combined	Subtasks combined	To streamline changes to Task 3 activities	3.2 Human and Institutional capacity development (HICD) support to select partner SMEs.
	Subtask 3.2 Increase Access to financial products and services was renumbered to Subtask 3.1.	Renumbered	To streamline changes to Task 3 activities	3.1 Increase Access to financial products and services

## ANNEX 2: ABBREVIATIONS

B2B	Business-to-business
BNF	Beneficiary Farmer
ECS	Environmental Compliance Specialist
GIS	Geographic Information System
Ha	Hectare
HAACP	Hazard Analysis Critical Control Points
HH	Households
HICD	Human and Institutional Capacity Development
KGS	Kyrgyz Som
KR	Kyrgyzstan
MT	Metric Tons
MTS	Machinery and Tractor Stations
PE	Private Entrepreneur
RAS	Rural Advisory Service
SME	Small- and Medium-sized Enterprise
SPRING	Strengthening Partnerships, Results, and Innovations in Nutrition Globally
STTA	Short-term Technical Assistance
USAID	United States Agency for International Development
USD	United States Dollar
USG	United States Government
VC	Value Chain

### ANNEX 3: INDICATOR ABBREVIATIONS

Indicator abbreviations. To economize space, the following abbreviated indicators have been used throughout the document.

Indicators	Abbreviated Indicators
Number of households benefiting directly from USG interventions	# households benefiting
Number of individuals trained	# individuals trained
Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and CBOs receiving USG assistance	# of enterprises receiving USG assistance
Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance	# farmers + others applied tech or mgt practices
Number of jobs attributed to project implementation	# jobs attributed
Value of new private sector capital investment in the agriculture sector or food chain leveraged	Value of new capital investment
Value of private sector leverage contribution	Value of leverage contribution
Gross margin	Gross Margin
Value of incremental sales (farm-level) attributed to project implementation	Value of inc sales (farm)
Value of incremental sales (enterprise-level) attributed to project implementation	Value of inc sales (enterprise)
Total increase in installed storage capacity (cubic meters)	Incr installed storage capacity (m3)
Number of MSMEs, including farmers, receiving USG assistance to access loans	# of MSMEs and farmers accessing loans
Value of financing accessed by MSMEs and farmers as a result of Agro Horizon assistance	Value of financing accessed by MSMEs and farmers
Number of public-private partnerships formed	# of PPP formed
Increase in raw materials procured by SMEs assisted by the project (MT) (revised targets)	Incr raw materials procured (MT)
Increase in installed processing capacity (MT)	Incr in installed processing capacity (MT)

## **ANNEX 4: PARTNER -LEVEL EMBEDDED FINANCING\***

## ANNEX 5: HUMAN AND INSTITUTIONAL CAPACITY DEVELOPMENT (HICD) SUPPORT TO 15 PARTNER SMES - PROGRESS TO DATE

#	Partner SMEs	Baseline OCA Score by FY17/Q2	Mid-term OCA Score by FY17/Q4	Change in OCA Scores
1	Aravan Agro Service Ag Coop	13	21	8
2	Agro Product Asia LLC	22	28	6
3	Turan Group LLC	13	28	15
4	Alaiku Organics LLC	17	30	13
5	Concept Master LLC	17	26	9
6	Farmers Organic Garden LLC	29	32	3
7	PE Abdurakhimov	11	20	9
8	PE Tilen Uulu Talas	15	28	13
9	Ak Tilek LLC	13	28	15
10	PE Akmatova	12	17	5
11	PE Kamashova	4	13	9
12	Abdymalik Ata Ag Coop	20	28	8
13	Advantex LLC	16	28	12
14	PE Aidosheva	5	13	8
15	Natural Products LLC	17	31	14
	<b>Average OCA Score</b>	<b>14.93</b>	<b>24.73</b>	<b>9.80</b>

## ANNEX 6: MID-TERM ORGANIZATIONAL CAPACITY ASSESSMENT OF 15 PARTNER SMES

#	Partner SMEs	Organizational Capacity Areas					Total Score
		Governance	Management & Operations Systems	Human Resources Management System	Financial Management System	Sustainability	
1	Aravan Agro Service Ag Coop	4	4	4	6	3	21
2	Agro Product Asia LLC	4	6	6	7	5	28
3	Turan Group LLC	4	6	6	7	5	28
4	Alaiku Organics LLC	5	6	6	8	5	30
5	Concept Master LLC	4	6	5	7	4	26
6	Farmers Organic Garden LLC	6	6	6	8	6	32
7	PE Abdurakhimov	3	4	4	6	3	20
8	PE Tilen Uulu Talas	5	5	6	7	5	28
9	Ak Tilek LLC	5	6	6	7	4	28
10	PE Akmatova	3	4	4	4	2	17
11	PE Kamashova	3	2	3	3	2	13
12	Abdymalik Ata Ag Coop	4	6	6	6	6	28
13	Advantex LLC	4	6	6	7	5	28
14	PE Aidosheva	2	2	3	4	2	13
15	Natural Products LLC	5	6	6	8	6	31
Average mid-term OCA score		4.07	5.00	5.13	6.33	4.20	24.73

The average mid-term OCA score in Q4 of 15 partner SMEs is 24.73, up 66% from the baseline score of 14.93.



## ANNEX 7: LOCAL AND INTERNATIONAL STTAS FOR CAPACITY DEVELOPMENT SUPPORT OF 15 PARTNER SMES

#	Local STTA / specialized firm	International STTA	Partner SMEs supported
1		Mr. Cecilio P. Costales, Business Processes Optimization and Sourcing Systems expert hired to support selected 10 partner SMEs, engaged in consolidation, storing of fresh fruits and vegetables, processing of fruits and vegetables and processing of dairy/milk.	<ul style="list-style-type: none"> <li>✓ Concept Master LLC</li> <li>✓ Farmers Organics Garden LLC</li> <li>✓ Ak Tilek LLC</li> <li>✓ Alaiku Organics LLC</li> <li>✓ Abdurahimov PE</li> <li>✓ Oasis Agro LLC</li> <li>✓ Aidosheva PE</li> <li>✓ Turan Group LLC</li> <li>✓ Ak Tilek LLC</li> <li>✓ Alaiku Organics LLC</li> </ul>
2	Art Box LLC, a specialized local firm on establishing and improving Human Resources Management Systems subcontracted to support 15 partner SMEs, engaged in consolidation, storing of fresh fruits and vegetables, processing of fruits and vegetables and processing of dairy/milk.		<ul style="list-style-type: none"> <li>✓ Aravan Agro Service Ag Coop</li> <li>✓ Agro Product Asia LLC</li> <li>✓ Turan Group LLC</li> <li>✓ Alaiku Organics LLC</li> <li>✓ Concept Master LLC</li> <li>✓ Farmers Organic Garden LLC</li> <li>✓ PE Abdurakhimov</li> <li>✓ PE Tilen Uulu Talas</li> <li>✓ Ak Tilek LLC</li> <li>✓ PE Akmatova</li> <li>✓ PE Kamashova</li> <li>✓ Abdymalik Ata Ag Coop</li> <li>✓ Advantex LLC</li> <li>✓ PE Aidosheva</li> <li>✓ Natural Products LLC</li> </ul>
3	Mr. Marat Erdeshebaev, a local expert on establishing and improving Procurement and Inventory Systems subcontracted to support 12 partner SMEs, engaged in consolidation, storing of fresh fruits and vegetables, processing of fruits and vegetables and processing of dairy/milk.		<ul style="list-style-type: none"> <li>✓ Aravan Agro Service Ag Coop</li> <li>✓ Agro Product Asia LLC</li> <li>✓ Turan Group LLC</li> <li>✓ Alaiku Organics LLC</li> <li>✓ Concept Master LLC</li> <li>✓ PE Abdurakhimov</li> <li>✓ PE Tilen Uulu Talas</li> <li>✓ Ak Tilek LLC</li> <li>✓ PE Akmatova</li> <li>✓ PE Aidosheva</li> <li>✓ Abdymalik Ata Ag Coop</li> <li>✓ Natural Products LLC</li> </ul>
4	Public Fund "Grow Together", a local specialized firm on providing Legal and Taxation Advisory Services subcontracted to support 5 partner SMEs, engaged in consolidation, storing of fresh fruits and vegetables, processing of fruits and vegetables and processing of dairy/milk.		<ul style="list-style-type: none"> <li>✓ Concept Master LLC</li> <li>✓ Ak Tilek LLC</li> <li>✓ PE Akmatova</li> <li>✓ PE Abdurahimov</li> <li>✓ Turan Group LLC</li> </ul>

#	Local STTA / specialized firm	International STTA	Partner SMEs supported
5	AuriBP LLC, a local specialized firm on improving Financial Management and Automation of Accounting Systems subcontracted to support 15 partner SMEs, engaged in consolidation, storing of fresh fruits and vegetables, processing of fruits and vegetables and processing of dairy/milk.		<ul style="list-style-type: none"> <li>✓ Aravan Agro Service Ag Coop</li> <li>✓ Agro Product Asia LLC</li> <li>✓ Turan Group LLC</li> <li>✓ Alaiku Organics LLC</li> <li>✓ Concept Master LLC</li> <li>✓ Farmers Organic Garden LLC</li> <li>✓ PE Abdurakhimov</li> <li>✓ PE Tilen Uulu Talas</li> <li>✓ Ak Tilek LLC</li> <li>✓ PE Akmatova</li> <li>✓ PE Kamashova</li> <li>✓ Abdymalik Ata Ag Coop</li> <li>✓ Advantex LLC</li> <li>✓ PE Aidosheva</li> <li>✓ Natural Products LLC</li> </ul>
6	M-Vector LLC, a local specialized firm on developing Marketing Plans and Strategies subcontracted to support 13 partner SMEs, engaged in consolidation, storing of fresh fruits and vegetables, processing of fruits and vegetables and processing of dairy/milk.		<ul style="list-style-type: none"> <li>✓ PE Tilen Uulu Talas</li> <li>✓ Ak Tilek LLC</li> <li>✓ Alaiku Organics LLC</li> </ul> <p>These 3 partner SMEs have been supported thus far. The rest of partner SMEs will be supported during FY18.</p>

## ANNEX 8: SEX OF OWNER/MANAGER OF PARTNER ORGANIZATIONS

Partner	Owner and/or manager's Name	Sex
"Oasis Group", LLC	Micah Lund	Male
"Eldan Atalyk", LLC	Ukubaev Turatbek Galiyarovich	Male
"TES Center", PF	Nasyrova Ainagul Djanybaevna	Female
"Agroproduct Asia", LLC	Arstanbek Ishenbaev	Male
"Aravan Agroservice", LLC	Bakirov Toktasin	Male
"Turan Group", LLC	Matiev Turusbek Abdirashitovich	Male
"Adal Azyk", LLC	Samat Bakchiev	Male
PE Abdurahimov	Avaz Abdurahimov	Male
"Alaiku Organics", LLC	Askarbek Mametjanov	Male
"Concept Master", LLC	Okenov Azamat Kadyrbekovich	Male
Farmers Organic Garden	Kaiypov Abdykapar Turduevich	Male
PE Tilen uulu Talas	Tilen uulu Talas	Male
Ak-Tilek	Toktosunova Guljan	Female
PE Akmatova	Akmatova Jenishkul Taabaldievna	Female
PE Kamashova	Kamashova Jarkynai Japarovna	Female
Jash Ka, LLC	Karazakov Junusbek Abdirashitovich	Male
Agricultural cooperative "Nookat Altyn Almasy"	Kaparov Kubanychbek Keneshovich	Male
PE Burgutov (Krasnyi Vostok)	Burgutov Kamaridin	Male
CJSC Kyrgyz Investment and Credit Bank	Ermeke Sapanova	Female
Public Foundation "Rural Advisory Services of Jalal-Abad" (RAS JA)	Jaibolotov Syrgabek	Male
Berekeluu Suu, Public Association	Imarali Samatov	Male
Bai-Tushum Bank, CJSC	Shamshieva Gulnara Jamankulovna	Female
First Microcredit Company, CJSC	Liliya Isambaeva	Female
Natural Products, LLC	Jenishbay uulu Elmurat	Male
Orjemil Holding Company, LLC	Atambaev Kerim	Male
Advantex, LLC (Oimo foods)	Pazylov Erbol/ Torobekov Maksat	Male
PE Aidosheva	Sabira Aidosheva	Female
Abdymalik Ata LLC	Bostonov Rashit Abdumalikovich	Male
Altyn Aimak LLC	Ortukov Lutfullo,	Male
Inter Fruit LLC	Madazimov Sardor	Male
GH_Abdraeva	Abdraeva Damira Nurmanbetovna	Female
GH_Bayalieva	Bayalieva Mariya	Female
GH_Berdibek_kyzy	Berdibek kyzy Marita	Female
GH_Chokeeva	Chokeeva Aikumush Jakypbekovna	Female
GH_Nadyrbaeva	Nadyrbaeva Baktygul	Female

GH_Okeeva	Okeeva Kurmanjan Mametnazyrovna	Female
GH_Ryskeldieva	Ryskeldieva Chynarkul Mukashovna	Female
GH_Soltobaeva	Mamatova Aizhamal Zhumashovna	Female
GH_Mamatova	Soltobaeva Gulnur Berdibaevna	Female
GH_Ryskulova	Ryskulova Aichurok Chyrmanovna	Female
GH_Gaiymova	Gaiymova Omurkan Abzhalilovna	Female
GH_Zhurtchieva	Zhurtchieva Tolgonai Pazylovna	Female
GH_Nazarova	Nazarova Bubugul Kamchybekovna	Female
GH_Toktorbaeva	Toktorbaeva Suluu Zhapangovna	Female
GH_Kurbanbekova	Kurbanbekova Buaisha Apsatarovna	Female
	<b>Grantees Total Male</b>	<b>21</b>
	<b>Grantees Total Female</b>	<b>24</b>

## **ANNEX 9: LINKS TO FACEBOOK SLIDESHOWS AND VIDEOS**

<https://www.facebook.com/agrohorizon/videos/1725995724375268/>  
<https://www.facebook.com/agrohorizon/posts/1725035034471337>  
<https://www.facebook.com/agrohorizon/videos/1725031144471726/>  
<https://www.facebook.com/agrohorizon/videos/1725027777805396/>  
<https://www.facebook.com/agrohorizon/videos/1721586438149530/>  
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<https://www.facebook.com/agrohorizon/videos/1718669948441179/>  
<https://www.facebook.com/agrohorizon/videos/1718341785140662/>  
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<https://www.facebook.com/agrohorizon/videos/1716710355303805/>  
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<https://www.facebook.com/agrohorizon/videos/1716479805326860/>  
<https://www.facebook.com/agrohorizon/videos/1716470715327769/>  
<https://www.facebook.com/agrohorizon/posts/1714627798845394>  
<https://www.facebook.com/agrohorizon/videos/1714045855570255/>  
<https://www.facebook.com/agrohorizon/videos/1714020152239492/>  
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<https://www.facebook.com/agrohorizon/videos/1706056959702478/>  
<https://www.facebook.com/agrohorizon/videos/1705711919736982/>  
<https://www.facebook.com/agrohorizon/videos/1705314493110058/>  
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<https://www.facebook.com/agrohorizon/videos/1702709886703852/>  
<https://www.facebook.com/agrohorizon/videos/1702704146704426/>  
<https://www.facebook.com/agrohorizon/videos/1702614300046744/>  
<https://www.facebook.com/agrohorizon/videos/1694341267540714/>  
<https://www.facebook.com/agrohorizon/videos/1692470134394494/>  
<https://www.facebook.com/agrohorizon/videos/1692449274396580/>  
<https://www.facebook.com/agrohorizon/videos/1692444591063715/>  
<https://www.facebook.com/agrohorizon/videos/1692154864426021/>  
<https://www.facebook.com/agrohorizon/videos/1692034471104727/>  
<https://www.facebook.com/agrohorizon/videos/1691977331110441/>  
<https://www.facebook.com/agrohorizon/videos/1691972991110875/>  
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<https://www.facebook.com/agrohorizon/videos/1673417952966379/>  
<https://www.facebook.com/agrohorizon/videos/1673116472996527/>  
<https://www.facebook.com/agrohorizon/videos/1672794576362050/>  
<https://www.facebook.com/agrohorizon/videos/1671590013149173/>  
<https://www.facebook.com/agrohorizon/videos/1671572009817640/>  
<https://www.facebook.com/agrohorizon/videos/1668025053505669/>  
<https://www.facebook.com/agrohorizon/videos/1668050560169785/>  
<https://www.facebook.com/agrohorizon/videos/1665668797074628/>

<https://www.facebook.com/agrohorizon/videos/1664703613837813/>  
<https://www.facebook.com/agrohorizon/videos/1662533784054796/>  
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<https://www.facebook.com/agrohorizon/videos/1658469461127895/>  
<https://www.facebook.com/agrohorizon/videos/1658528181122023/>  
<https://www.facebook.com/agrohorizon/videos/1654658804842294/>  
<https://www.facebook.com/agrohorizon/videos/1654366618204846/>  
<https://www.facebook.com/agrohorizon/videos/1649836271991214/>  
<https://www.facebook.com/agrohorizon/videos/1646821325626042/>  
<https://www.facebook.com/agrohorizon/videos/1620411028267072/>  
<https://www.facebook.com/agrohorizon/videos/1604335199874655/>  
<https://www.facebook.com/agrohorizon/posts/1602283720079803>



## ANNEX 10: SUCCESS STORIES



**USAID**  
FROM THE AMERICAN PEOPLE

**KYRGYZ REPUBLIC**

### SUCCESS STORY

## Small cattle farmers find big profits with new slaughterhouse

**USAID trained 138 brigadiers to organize delivery of animals from around 1,500 local farmers, reducing additional transportation expenses for farmers.**



Toyboss slaughterhouse: cattle dressing process in compliance with HACCP requirements.

Photo: Sevara Baibulatova



Toyboss slaughterhouse

Photo: Sevara Baibulatova

Livestock farmers in Kochkor sell 80% of their cattle at the Saturday cattle bazaar. With 85% of population in Naryn generating some level of income from livestock farming, it's a big business. Wholesalers buy cattle from nearby farms and resell at the bazaar putting small farmers in a weak bargaining position, often losing up to 30% of the value of their cattle. Sary-Bulak village farmer and father of five, Taalaibek Abdykerimov, tried to bypass these intermediaries and sell his cattle on his own. But with his small number of heads for sale, he just couldn't compete.

That is, until the USAID Agro Horizon Project partnered with the biggest meat processing company, Adal Azyk LLC, to establish a new slaughterhouse in Kochkor. Taalaibek was the first farmer to sell cattle when it first opened in June of 2017.

*"Now we don't compete with the big dealers. For Adal Azyk, there is no price difference based on how many heads you are selling – one or 20. We are paid per kilo based on fixed price", says Taalaibek.*

With the established Kyrgyz brand, Toyboss, Adal Azyk LLC sausage products are known for high quality. To keep up these standards the company struggled with a regular supply of fresh, high quality meat and production was limited by volume. Adal Azyk dealers bought meat from random suppliers suffering from poor quality, lack of safety certificates and volume deficiency. With USAID's support, the company invested over \$3.8 mln to establish one of only two slaughterhouses in the entire country that is HACCP compliant and employs a system of animal traceability per international standards. The facility sits on an acre of land and includes a 445 m2 slaughterhouse and a pre-slaughtering area for quarantine. With 10,000 heads/annum processing capacity, Adal Azyk can expand its sausage processing operations in Bishkek from 5 MT to 20 MT per day and start to export sausage products and fresh meat to Customs Union countries and Europe.

During the first three months of operations, 337 animals -cows, yaks, and horses- were purchased from 95 local farmers totaling US \$179,750.

*"We are ready to pay higher price for traceable animals and train farmers on veterinary and meat safety. We prefer to work with farmers directly on mutually beneficial terms and contribute to social development. Adal Azyk has great long-term plans and considers construction of another slaughterhouse in Toktogul", says Myrzabek Orumbaev, Adal Azyk LLC Director.*

*Adal Azyk LLC is one of 48 private sector companies that USAID Agro Horizon Project has partnered with in the last year to drive growth in the agriculture sector. Specific activities include establishing and/or upgrading processing, cold storage, logistics and consolidation facilities through equipment, materials, HACCP certification and overall business management improvement support, increasing productivity of farms, facilitating value chain financing, and marketing support.*

U.S. Agency for International Development  
Mission in the Kyrgyz Republic:  
[www.usaid.gov/kyrgyz-republic](http://www.usaid.gov/kyrgyz-republic)





**USAID**  
FROM THE AMERICAN PEOPLE

**KYRGYZ REPUBLIC**

## SUCCESS STORY

### Farmers Form Groups to Reach Scale in Safflower Production

**In two years, USAID- and Atalyk-supported farmers can collectively earn \$500,000 – 750,000 on 2000 hectares growing drought-resistant safflower on mostly unused rain-fed lands.**



Photo: USAID AHOP

*Photo caption: Mr. Turgunali Jumaev showing safflower grown on 40 ha of rain-fed land owned by 40 group members in Kara-Suu district.*

**“I have compared safflower with other traditional crops like wheat and barley. Safflower gives profit of 220-250 USD against barley’s 150 USD per hectare. This is a good money from a rain-fed land”**

*Turgunali Jumaev,  
Safflower farmer*

*Mady village, Kara-Suu district*

U.S. Agency for International Development  
Mission in the Kyrgyz Republic:  
[www.usaid.gov/kyrgyz-republic](http://www.usaid.gov/kyrgyz-republic)

Agricultural land is scarce in Kyrgyzstan with 93% mountains and only 6.7% arable land. Of the arable land, 70% is irrigated and the rest is rain-fed. In the densely populated south of country, where land plots are small and fragmented, Mady village farmer and father of four, Turgunali Jumaev, knows that unused land is a missed opportunity, especially when it doesn’t require irrigation.

When Jumaev learned of the USAID Agro Horizon Project partnership with private sector company, ElDan Atalyk (Atalyk) to create market demand for drought-resistant safflower with the establishment of a new safflower processing facility in Uzgen, he jumped at it. USAID supported Atalyk in procuring tractors for land preparation and oil processing equipment investing \$624,000 and leveraging up to \$5 mln private sector investment into Kyrgyz economy.

*“We liked the idea of using our rain-fed lands to grow safflower, and we especially liked Atalyk’s promise to provide production input support and to buy back the harvest”, says Jumaev, leader of a 40-member farmer group from his village that planted safflower on 40 hectares of rain-fed land in Osh oblast.*

The USAID-Atalyk partnership on safflower oil production quickly reached scale through 88 farmer-groups in Osh and Jalal-Abad oblasts. Group leaders signed contracts on behalf of all members with Atalyk in April 2017 and within one month, 1375 hectare of mostly unused rain-fed land were planted with safflower. Nearly all groups formed only after they learned of the contract-growing and guaranteed buy-back scheme with the oil processor. Atalyk distributed 31,600 kg of safflower seed in the spring to farmer groups and coordinated technical assistance and machinery services through the group leaders.

Growing safflower offers high potential for over 1,300 smallholder farmers in Osh and Jalalabad to increase their incomes this year by \$250 per hectare. For the 2018 growing season, Atalyk will expand production of safflower to 2000 hectares that will yield on average between 2000-3000 tons, helping farmers collectively earn approximately \$500,000-750,000.

*“We have a lot of rain-fed land-- all these hills around you, as far as the eye can see. Next year we are going to gather even more farmers and grow safflower on larger plots up to 100 hectare”, Jumaev shares his vision as he stands on his land.*

The Atalyk experience shows that USAID assistance can reach scale quickly, even in one growing season of a new crop, through partnership with a strong private sector working through an out-grower scheme with farmer groups.

The USAID Agro Horizon Project aims to raise smallholder farmers’ incomes by expanding markets and increasing the competitiveness of targeted agro sectors. The project increases employment in the agricultural sector, especially for women and youth, while improving the availability of nutritious foods.

## ANNEX II: CHECKLIST OF REQUIREMENTS FOR ENVIRONMENTAL COMPLIANCE

Partners	Environmental issues and required documents	Status	Updated ERC submission date to MEO
Oasis Agro	There are no urgent issues, monitoring visits will be required during construction stage of demo farm and grain storage bin	The grantee has received construction permit as well as approved construction design.	14.10.2016
EIDan Atalyk	Permitting documentation for construction of safflower processing facility. Issue with neighbors	EIDan Atalyk has received construction permit as well as approved construction design. Issue with neighbors is solved.	24.11.2016
TES Centre	Poor sanitation and hygiene at the demo farm, lack of handwashers and forced air draught.	The grantee has improved sanitation practices at the demo farm, installed handwashers and ventilation	29.11.2016
Aravan Agroservice	Permitting documentation for construction of consolidation center, quality certificates for construction materials. Refrigerant should be in compliance with US EPA Significant New Alternatives Policy (SNAP).	The grantee has received construction permit as well as approved construction design. Copies of quality certificates were submitted to project manager and GPD.	30.11.2016
PE Abdurahimov / Bazis group	The sorting facility is located at the premises of old cotton factory, there are still some cotton residues at ceiling therefore the grantee should comply with firefighting regulations and install fire extinguishing equipment. The grantee should provide general wiring diagram, as well as install toilets, hand washers and showers for workers	The grantee has installed fire-fighting equipment panel and provided copies of wiring diagram	17.05.2017
Agroproduct Asia	Permitting documentation for construction of consolidation center, quality certificates for construction. Refrigerant should be in compliance with US EPA Significant New Alternatives Policy (SNAP).	The grantee has received construction permit as well as approved construction design. The grantee will use R404 as refrigerant that is in compliance with US EPA Significant New Alternatives Policy (SNAP).	30.11.2017
Turan Group	Permitting documentation for construction of consolidation center, quality certificates for construction materials. Refrigerant should be in compliance with US EPA Significant New Alternatives Policy (SNAP).	materials Turan Group have developed a detailed engineering work that is in compliance with HACCP standard. The process of land procurement is finished. The grantee has received construction permit as well as approved construction design.	19.05.2017
Adal Azyk (Toibos)	Permitting documentation for construction of slaughter house, permit from local authorities for allocation of wastes. Regular water foulant analysis.	The grantee has received construction permit as well as approved construction design. Local authorities allocated spot at local landfill for utilization of wastes. The grantee has installed water filters	17.10.2017
Greenhouse Family (Osh/Naryn)	Main area of concern was qualification of workers involved in	Permits for construction obtained by all grantees, construction safety	16.10.2017

	construction/engineer and site construction manager would oversee all stages of construction	trainings were conducted by civil engineer. No accidents occurred during construction stage.	
Concept Master LLC	The grantee should provide copies of quality and conformity certificates for equipment to be procured. The grantee should conclude/update a contract with local utility provider	The grantee has concluded agreements with utility providers	17.10.2017
Farmers Organic Garden	The grantee should provide copies of quality and conformity certificates for equipment to be procured and approve construction design at local architectural department.	The grantee has received construction permit as well as approved construction design.	17.10.2017
Alaiku Organic	The grantee has bought the building in Alaikuu Village. The grantee should obtain a permit from local architectural department for functional conversion of building.	The grantee has obtained necessary permitting documentation.	16.10.2017
PE Akmatova	The grantee has multiple issues, sanitary and hygiene is very poor, lack of understanding on behalf of the grantee that on food safety. There is no septic tank or waste water treatment equipment.	The grantee has updated the construction design in accordance with HACCP expert suggestions. Agro Horizon has hired Management/HACCP STTA to help the grantee adopt more hygienic and sanitary practices. Documents has been submitted for approval by governmental authorities	18.10.2017
PE Tilen Uulu	Permitting documentation for milk processing facility, quality certificates for construction materials. Renovation of the processing facility should comply with recommendations of HACCP expert, the grantee should consider installing grease collecting equipment for waste water produced at the milk processing plant	The grantee has obtained necessary permitting documentation.	18.10.2017
Ak-Tilek LLC	Renovation of the processing facility should comply with recommendations of HACCP expert, the grantee. Electric wiring should be fixed.	Renovation complete, electric wiring will be replaced once equipment will be installed.	18.10.2017
PE Kamashova (greenhouse )	Permitting documentation for construction of greenhouse	The grantee has obtained necessary permitting documentation.	17.10.2017
Nookat Altyn Alma (apple)	Project agronomist should conduct number of trainings for employees on safe pesticide application. PPE equipment to be procured. The grantee should store pesticides in accordance with state instruction on safe pesticides use and storage	Safety trainings conducted, PPE procured and distributed among spraying groups. The grantee provided proper storage of agrochemicals	19.10.2017
Krasnyi Vostok (apple, peach, cherry)	Project agronomist should conduct number of trainings for employees on safe pesticide application. PPE equipment to be procured. The grantee should store pesticides in accordance with state instruction on safe pesticides use and storage	Safety trainings conducted, PPE procured and distributed among spraying groups. The grantee provided proper storage of agrochemicals	19.10.2017

Jash Ka (apricot)	Procurement of pesticides should comply with Programmatic PERSUAP, the grantee should store pesticides in accordance with state instruction on safe pesticides use and storage	Pesticides procured for the project complied with PERSUAP, the grantee provided proper storage of agrochemicals	16.10.2017
Public Foundation “Rural Advisory Services of Jalal-Abad” (RAS JA)	The grantee should submit phytosanitary certificates for rootstocks to be procured and provide proper safety measures at mother nursery field	Rootstocks procured, phytosanitary certificates collected	17.10.2017
“Berekeluu Suu” Public Association	The grantee should submit phytosanitary certificates for rootstocks to be procured and provide proper safety measures at mother nursery field	Rootstocks procured, phytosanitary certificates collected	19.10.2017
Natural Product	The grantee should provide copies of quality and conformity certificates for equipment to be procured	Copies of quality certificates were submitted to project manager and GPD.	20.10.2017
Orjemil	The grantee should obtain a permit from local architectural department for functional conversion of building and permitting documentation for construction of fruit processing center. The grantee should conclude/update a contract with local utility provider	The grantee has submitted all documents to local authorities	20.10.2017
Advantex LLC	Permitting documentation for construction of fruit processing center.	The grantee has received construction permit, contracts with utility providers signed	18.10.2017
PE Aidosheva	Permitting documentation for construction of cold storage. Contract with electricity provider for provision of three phase electricity. Refrigerant should be in compliance with US EPA Significant New Alternatives Policy (SNAP).	The grantee has obtained necessary permitting documentation. Contract with utility provider is signed. The grantee will use R404 as refrigerant that is in compliance with US EPA Significant New Alternatives Policy (SNAP).	16.10.2017
Adbymalik Ata LLC	The grantee should provide copies of quality and conformity certificates for equipment to be procured	Copies of quality and conformity certificates will be collected upon equipment delivery	18.10.2017
Altyn Aimak LLC	Permitting documentation for construction of fruit processing center. The grantee should conclude/update a contract with local utility provider	The grantee has received construction permit, contracts with utility providers signed	16.10.2017
Inter fruit LLC	The grantee should obtain a permit from local architectural department for functional conversion of building and permitting documentation for construction of fruit processing center. The grantee should conclude/update a contract with local utility provider	The grantee has received construction permit, contracts with utility providers signed	19.10.2017

## ANNEX 12: PARTNERSHIPS

#	Grantee Name	Purpose	Status
1	Oasis Group LLC	Development of Dairy and Meat Industries in Southern Kyrgyz Republic	Implementation ongoing
2	Eldan Atalyk, LLC	Garlic and safflower production and sales to increase availability of oil seed cake as livestock feed	Implementation ongoing
3	PF TES Center	Creation of a sustainable self-financing chain of production and supply of high-quality milk	Implementation ongoing
4	Aravan Agroservice LLC	Consolidation center for early potatoes and vegetables in the Aravan District	Implementation ongoing
5	Agroproduct Asia LLC	Development of fruits value chain	Implementation ongoing
6	Turan Group LLC	Establishment of consolidation and processing center for fresh and dried fruits, and vegetables	Implementation ongoing
7	Adal Azyk (Toibos brand)	To establish a slaughterhouse located in Kochkor village	Implementation ongoing
8	Concept Master LLC	Upgrade of tomato processing center	Implementation ongoing
9	Farmers Organic Garden	Upgrade of juice drink production and dried fruits packing equipment	Implementation ongoing
10	PE Abdurahimov	Vegetables consolidation and grading facility in Osh	Implementation ongoing
11	Alaiku Organics LLC	High-elevation milk collection and processing it into National product for export	Implementation ongoing
12	Kelechek JSC	Increasing Kelechek's production capacity through additional equipment	Terminated on March 31, 2017 due to non-responsiveness of the grantee.
13	Agricultural processing cooperative Agro Elita	To establish a blast freezing facility with 400-ton cold storage for frozen fruits, vegetables and berries in Osh city Republic	Terminated on February 15, 2017 as requested by the beneficiary due to health problems.
14	PE Akmatova	To develop of milk production and processing in Kochkor and Jumgal rayons through upgrade of woman-owned dairy SME	Implementation ongoing



#	Grantee Name	Purpose	Status
15	PE Kamashova	To promote women entrepreneurship in agriculture by strengthening women entrepreneurs	Implementation ongoing
<b>Quarter 2 Year 3</b>			
16	Family Greenhouses	Greenhouse construction and vegetable production assistance to 15 women farmers	Implementation ongoing
<b>Quarter 3 Year 3</b>			
17	PE Tilen Uulu	To upgrade of a dairy processing facility in Osh to increase volume of milk processed during winter, and create a demand for winter milk produced by farmers in surrounding Kara-Suu rayon	Implementation ongoing
18	Ak- Tilek LLC	To upgrade a small, woman-owned dairy processing facility in Bazar Korgon, Jalal Abad to increase volume and improve quality of processed dairy products, and create a demand for milk produced by farmers in surrounding Bazar Korgon rayon	Implementation ongoing
19	Nookat Altyn Almasy (apple)	Strengthening of apple orchard care services as a business in the cooperative “Nookat Altyn Almasy” and its marketing support capacity	Implementation ongoing
20	Krasnyi Vostok (apple, peach, cherry)	Build orchard care services as a business with the service provider union Krasnyi Vostok	Implementation ongoing
21	Jash Ka (apricot)	Service provision in apricot tree management (pruning and spraying) as a business	Implementation ongoing
22		Service provision in apricot tree management (pruning and spraying). In-kind grant for equipment and a revolving fund for agrochemicals by procuring the 2500 kg of copper sulphate	Implementation ongoing
23	“Kyrgyz Investment and Credit Bank” CJSC	“Kyrgyz Investment and Credit Bank” CJSC: access to finance through mobile financial services	Implementation ongoing
24	Public Foundation “Rural Advisory Services of Jalal-Abad” (RAS JA)	Establishment and development of nursery for intensive variety of fruit cultivars	Implementation ongoing

#	Grantee Name	Purpose	Status
25	“Berekeluu Suu” Public Association	Establishment and Development of Small-Fruit Nursery of “Berekeluu Suu” Public Association	Implementation ongoing
26	Agricultural cooperative “Top Agro Group”	Strengthening produced certified seedlings and marketing through consolidation center for Top Agro Group Cooperative	Terminated on August 28, 2017 due to non-responsiveness of the grantee
27	CJSC “Bai Tushum Bank”	To facilitate access to financial resources for rural residents and private entrepreneurs engaged in agriculture, including those involved in target supply chains	Implementation ongoing
28	Natural Product LLC	To increase the range of products and expand production of direct-pressed juices (not-from-concentrate juices)	Implementation ongoing
29	Advantex LLC (Oimo Foods)	To assist Advantex (Oimo Foods) to create a dried fruits processing facility to increase sales of dried fruits produced by farmers in Jalal Abad and Batken oblasts, and strengthen fruit value chain	Implementation ongoing
30	PE Sabira Aidosheva	To establish a fruit cold storage facility for apples produced in Uzgen rayon	Implementation ongoing
31	Orjemil	To expand fruit processing facility for production of puree and dried fruits in Atamerek village, Nookat, Osh oblast	Implementation ongoing
32	CJSC The First Microcredit Company	To reduce the financial burden and time required of farmers and small agribusiness owners seeking financial services, with sustainable structural and process improvements to the loan delivery channel	Implementation ongoing
33	Concept Master LLC	To support supply base development	Implementation ongoing
<b>Quarter 4 Year 3</b>			
34	Abdimalik Ata	To increase the capacity of this fruit and vegetable processing company to produce pickled vegetables in Jalal Abad	Implementation ongoing
35	Altyn Aimak LLC	Establishment of a fresh and dried fruits processing facility in Batken	Implementation ongoing
36	Alaiku Organics	To establish a milk processing facility in Kara Suu to increase incomes of dairy farmers in 10 villages in Osh region.	Implementation ongoing

#	Grantee Name	Purpose	Status
37	Farmers Organic Garden LLC	To increase the capacity of this fruit and vegetable processing company in Jalal Abad to produce dried fruits and pickled vegetables	Implementation ongoing
38	Inter Fruit LLC (Oro Isfara company)	Establishment of a fresh and dried fruits processing facility in Uchkurgan, Batken oblast	Implementation ongoing



## ANNEX 13: SOLICITATIONS

Activity Name and Contract Number	Type of Tender	Location	Date of Tender	Awardee
Delivering trainings on nutrition and home economics for rural communities in Osh and Batken oblasts of Kyrgyz Republic to raise awareness on healthy nutrition.	RFP	Osh, Batken	November 22, 2016	Public Fund "ISEDA”
		Jalal-Abad		Public Fund "Bio Service"
Procurement of 50 tablets for M&E department (First contract for 25 tablet)	Oral quotations	Bishkek	January 10, 2017	PE Oleinikov Igor (ASUS Market)
Procurement of construction materials for GreenHouses in Osh and Naryn oblasts	RFQ	Naryn oblast	February 14, 2017	Nur Holding LLC
		Osh oblast		Nur Holding LLC
				Agricultural Cooperative "Agro Bazar"
Procurement of tablet accessories for M&E Department (50 pieces)	Oral quotations	Bishkek	March 10, 2017	Tao Holding LLC
Procurement of 50 tablets for M&E department (Second contract for 25 tablet)	Oral quotations	Bishkek	January 10, 2017	PE Oleinikov Igor (ASUS Market)
Procurement of additional 20 tablets for M&E department	Oral quotations	Bishkek	January 10, 2017	PE Oleinikov Igor (ASUS Market)
Procurement of additional 20 tablet accessories for M&E Department	Oral quotations	Bishkek	April 10, 2017	PE Oleinikov Igor (ASUS Market)
Procurement of services for HACCP implementation	RFP	ZOI	April 26,2017	ISR Consult LLC
Services on "Market development and organization of B2B events"	RFP	ZOI	May 17, 2017	M-Vector LLC
Procurement of services for developing Marketing Plans and Strategies for partners	RFP	ZOI	May 29, 2017	M-Vector LLC

Activity Name and Contract Number	Type of Tender	Location	Date of Tender	Awardee
Procurement of services for Gross Margin Baseline Survey	RFP	ZOI	June 2, 2017	M-Vector LLC

## ANNEX 14: APPROVALS SUMMARY

Kyrgyzstan Agro Horizon Project		
October 1, 2014 - September 30, 2018		
Approvals to Date		
Item	Date Submitted	Date Approved
Grant Approval – revisions to Altyn Aimak LLC grant request	7/6/17	7/11/17
Labor Approval – Steven Ochola	7/21/17	8/3/17
Travel Approval – Steven Ochola	8/18/17	8/20/17
3 <sup>rd</sup> Quarterly Report – Q3 FY 2017 and subsequent revisions	7/31/17; 8/22/17	8/23/17
FY 18 Workplan and subsequent revisions	7/31/17; 8/25/17	8/28/17
Project Fund Revisions	9/12/17	Pending
NXP disposition and restricted goods approval request for Oasis Agro, LLC	9/14/17	Pending
Travel Approval – Bakhtiyor	9/25/17	9/28/17
Oasis Agro	8/25/2016	10/18/2016; 10/21/16 (corrected)
ElDan Atalyk	10/7/2016	11/30/2016
TES Centre	10/11/2016	11/30/2016
Aravan Agroservice	10/12/2016	11/30/2016
Agroproduct Asia	10/12/2016	11/30/2016
Turan Group	10/12/2016	11/30/2016
Adal Azyk (Toibos)	10/12/2016	11/30/2016 12/28/2016 Mod
Greenhouse Family	10/11/2016	11/15/2016
Concept Master LLC	11/3/2016	11/30/2016
Farmers Organic Garden	11/3/2016	11/30/2016
PE Abdurahimov / Bazis group	11/3/2016	11/30/2016

Alaiku Organic	11/3/2016	11/30/2016
PE Akmatova	12/14/2016	12/29/2016
PE Tilen Uulu	12/19/2016	12/23/2016
Ak Tilek	12/14/2016	12/23/2016
PE Kamashova (greenhouse)	12/14/2016	12/23/2016
Nookat Altyn Alma (apple)	2/17/2017	3/3/2017
Krasnyi Vostok (apple, peach, cherry)	2/17/2017	3/3/2017
Jash Ka (apricot)	2/17/2017	3/6/2017
“Kyrgyz Investment and Credit Bank” CJSC	2/24/2017	3/27/2017
Public Foundation “Rural Advisory Services of Jalal-Abad” (RAS JA)	3/5/2017	3/23/2017
“Berekeluu Suu” Public Association	3/5/2017	3/23/2017
Agricultural cooperative “Top Agro Group”	3/5/2017	3/23/2017
Bank Bai-Tushum	3/21/2017	4/19/2017
Natural Products LLC	3/28/2017	4/21/2017
Advantex LLC (Oimo foods)	3/28/2017	4/21/2017
PE Sabira Aidosheva	3/28/2017	4/17/2017
Orjemil holding company LLC	3/28/2017	4/21/2017
The First Microfinance Company	3/20/2017	4/19/2017
Jash Ka - IKA	2/22/2017	3/6/2017
Concept Master LLC	4/13/2017	4/21/2017
Abdymalik - Ata seed farm	6/22/2017	7/11/2017
Altyn Aimak LLC	6/22/2017	7/11/2017
Alaiku Organic	6/22/2017	7/11/2017
Farmers Organic Garden LLC	6/22/2017	7/11/2017
Inter Fruit LLC (Oro Isfara company)	6/22/2017	7/11/2017

**ANNEX 15: FINANCIAL SUMMARY**